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Philadelphia Commercial Museum

MEETINGS OF THE INTERNATIONAL ADVISORY BOARD

OPENING OF THE MUSEUM BY PRESIDENT MCKINLEY AND ADDRESSES MADE AT THE BANQUET. * * * * *

June First, Second, Third and Fourth, 1897

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* Died, 5th September, 1897.

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Envoy Extraordinary and Minister Plenipotentiary of the Greater Republic of Central America

SEÑOR DON J. B. CALVO
Minister Resident of Costa Rica

HON. PRUDENCIO DE MURGUIONDO
Consul-General and Acting Minister of the Oriental Republic of Uruguay

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N. B.—The meeting held from June 1st to 4th, inclusive, was the second annual meeting of the Advisory Board. At the first annual meeting the membership of this body included representatives of boards of trade, chambers of commerce, and trades organizations in the United States and in two foreign countries. During the year following its membership extended widely throughout Mexico and Central and South America, until over forty chambers of commerce from these countries were included. At the meeting this year, the proceedings of which are printed below, sixteen countries were represented, by delegates, either from chambers of commerce or other commercial organizations, while several Republics, notably Mexico and Brazil, sent representatives appointed by their chief executives.

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Philadelphia Commercial Museums

Proceedings of the International Advisory Board

JUNE FIRST TO FOURTH, 1897

FIRST DAY.

MORNING SESSION.

ASSEMBLY ROOM, June 1, 1897.

Dr. William Pepper, President of the Board of Trustees, called the meeting to order, and invited Mr. Henry W. Peabody, of Boston, President of the Advisory Board, to the Chair.

Dr. Pepper stated that the Mayor of the city would extend a welcome to the delegates.

MAYOR WARWICK.

Mr. Chairman and Gentlemen:—I am very glad to-day to extend the welcome of the city of Philadelphia, which I have the honor to represent, to the foreign and home delegates of the Philadelphia Commercial Museum, who are here assembled for the purpose of considering the commercial interests that affect all of us. The city of Philadelphia appreciates this institution, and has already pledged her best efforts toward its advancement. The State of Pennsylvania has given encouragement, and unquestionably will give material support; but, although we in Philadelphia and in the State of Pennsylvania are especially interested in this institution, it is in no wise a local one. There is nothing selfish in this matter whatever. Although we have the honor and privilege of having the institution in our midst, yet we

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hope that the results flowing from it will benefit every business interest in this hemisphere, and perhaps extend across the waters to the other side. Its nature is that of a commercial school where lessons are given and taught, and where lessons, too, are taken. It affords, as it were, a common ground where all the business and commercial interests of this country and this continent can merge; and there is not anything in the world that encourages a man and broadens his vision so much as coming in contact with neighbors. He may not be able to apply any of his knowledge to the practical, everyday workings of life. It is quite possible for a man to be a studied thinker and yet lack in the practical effectiveness that makes wisdom of value. This institution will give us all an opportunity of learning just what is needed in the different markets of the world, in order that we may exchange and interchange, and effect that improvement in the manufacture of goods that will result beneficially not only to the interests of home merchants, but to those of commerce everywhere. The eyes of this great continent are fixed on a virile future, and it is the purpose of this institution so to knit its many and far-reaching interests that we may best arrive at their combined fruition. It is the purpose of this institution to draw all the interests of the hemisphere together. The city of Philadelphia, as I have already said, has given her encouragement and will give her support. The men who organized this institution will in time be worthy of the deepest gratitude that we can give them. Dr. Pepper has devoted years to the study of its well-being, and to-day he finds this great work developing under his hand and touch. In behalf of the city of Philadelphia, I extend to you the warmest greetings of our people, and the most generous hospitality of our hearts.

DR. PEPPER.

Mr. President and Gentlemen, Members of the Advisory Board:—An eventful year has passed away since the initial meeting of this body in this place last June. I will not attempt to conceal from you the anxiety which was felt by my colleagues and myself at that time. We had become convinced on

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theoretical grounds that, in the existing state of commercial relations between the various countries of this continent, it was necessary that the real facts of the case should be forced upon the attention of all these communities. It is needless to tell you how these facts were accumulated. They consist in the vast collections which can be only partly displayed in the numerous rooms of this spacious building, and which require not less than three times this amount of space for their proper installation. Supplementing these are all the facts bearing on trade conditions; and by trade conditions we must understand not only manufacturing industries and commerce in all their aspects, but all questions pertaining to natural products. These facts form an immense body of information, drawn from every available source. You need only to inspect the Museum and the Bureau of Information to judge of the efforts and expenditures required to form them in the short space of three years. But it was not this task which caused our anxiety. It was the problem how to lead practical men to realize that the accurate knowledge so laboriously gathered together here was of real value to each one of them, and that it existed here in a form readily accessible to them all, no matter at what distance they might reside from the central institution. If we had established a commercial agency under the charge of able business men, it would have commanded little attention. If a department of the national government had been created, it might have been associated with political influence and embarrassed by its relations with legislation affecting trade conditions.

It seemed necessary that the basis on which the institution is to be founded should be impartial, scientific, and educational. The men in actual charge of its operations must combine thorough scientific equipment with close sympathy with the requirements of the industrial and commercial world. The laboratories, which form an inseparable part of the institution, must occupy the first rank as to the accuracy and reliability of every analysis or report upon a natural product. The scientific publications which emanate from it must be universally accepted as authoritative. The instruction given in the institution to candi-

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dates for consular appointment or for other official commercial positions must be ample and effective. At the same time, its collections must be installed in the most convenient way for practical study by the representatives of manufacturing establishments seeking the newest and fullest information on the line of natural products of special interest to them. The commercial reports sent out must give the inquirer the attainable facts, up to date, upon the subject of inquiry. The methods adopted for bringing the index files, the cabinets of samples, or other facilities, directly to the correspondents of the institution, though in the most distant parts of this continent, must meet the actual needs of commerce and of manufacturing industries. As you well know, the attempt has been made to solve this complex problem by organizing this institution as an integral part of the municipal government of Philadelphia, with organic relations with the government of the State of Pennsylvania, and by having all the property of the institution held in trust for specific public purposes. In order to secure permanence of the local board, a considerable part of its members is appointed for life, while the highest officials of state and city serve *ex-officio*

I come to speak now of the next step in organization, which gives to our institution its most characteristic and valuable function. Of course, reference is made to your own honorable body, the Advisory Board. Its formation was a logical necessity, and the powers and duties assigned to it were self-indicated. If this institution were to occupy the position of a trusted agency for the entire continent in the accumulation and distribution of all attainable facts it must be under a board composed of the accredited representative of the chief commercial and industrial organizations of the entire continent. Its operations must be continuously and directly supervised by some committee appointed by these representatives acting in conjunction with the local Board of Trustees. In short, the establishment of the Advisory Board, with its Executive Committee, became an obvious necessity. Our anxiety was then extreme when the time drew near for the meeting last June, to which but a small number of commercial bodies had been requested to send delegates. But

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at that meeting it was made manifest that a widespread appreciation existed of the urgent need of such an institution as this. More than that, a generous spirit of co-operation at once showed itself, which proved that the system of dual government which had been established would secure the objects in view—of close attention to the details of administration by the local Board of Trustees, and of insuring a broad national and international policy for the development and operation of the institution. Since that meeting we have labored unceasingly to deserve the confidence you then manifested toward us. We have been constantly animated by the hope of your approval, for we accept that as the crucial test of the utility and permanence of this work. It might seem conclusive proof of this that to-day there are assembled here official representatives from no less than one hundred and fifty distinct sources, representing governments and the chief commercial and industrial organizations of this continent. Of these, fully one-third are from outside of the United States of America.

The organization has now reached a stage when it remains with ourselves to determine with confidence the future of this institution. Nothing less than a firm belief that there is found in this organization the means of effecting beneficial changes of large and permanent importance in the commercial relations of the countries we represent, would explain our presence here to-day. We must believe that the knowledge which is here being developed, and from here being distributed, will ultimately mould public opinion, and will lead to more accurate notions of the advantageous relations which should subsist between the various portions of this continent, so marvelous is the variety and value of its material resources, and so wonderfully dedicated to the solution of the tremendous problem of international development under free institutions.

More than one hundred and fifty years ago the sagacious Franklin urged the establishment of professorships for Spanish and Portuguese in the University of Pennsylvania (of which he may be regarded as the real founder), because he fore-

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saw the ever-increasing closeness of intercourse which would inevitably ensue between our several countries. The enormous difficulties each of us has had to contend with in overcoming natural obstacles and in developing constitutional government upon a stable basis, have occupied many decades. Undoubtedly lack of transportation facilities, and, possibly at times, some slight excess of legislative impediment, have hindered our commercial intercourse. It is certain that the former will be supplied ere long, and we may feel very hopeful that legislation on commercial matters is constantly seeking more and more wise and equitable conclusions. But can anything be more clear than that, whatever may ultimately be the accepted forms and conditions of our commercial relations, the task we have set ourselves in operating this institution for the benefit of the entire continent, must inure to general good and promote general prosperity? Our relations can never become merely those of rival concerns manufacturing the same articles in competition for the same market. Nature, even more strongly than the genius of our institutions, has indicated for us a policy of reciprocal intercourse under such limitations as prolonged experience shall prove advantageous. Nor are our operations to be limited to this continent. Our Executive Committee will seek approval of their proposal to dispatch one of our most valued officers, Mr. William Harper, to make a critical study of trade conditions in Africa, in Australia, as well as in the Orient, with a view to establishing relations with commercial organizations in those countries which hold out attractive prospects as markets of large future possibilities and as sources of many valuable natural products. I commend this recommendation to your earnest and favorable consideration.

Many subjects of no less importance will be brought before you in the annual reports of the officials of the Museum, or in the papers and discussions originating in your own body. I shall have the honor to discuss briefly at the inauguration meeting at the Academy of Music the financial relations which the institution bears to the city and state, and the steps which are being taken to insure the progressive development and permanent establishment of our great work. May I not commend

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this subject to your earnest consideration also? It is believed that, whatever may be the appropriations made by governments, whether national, state, or municipal, it is essential to the scientific efficiency of the institution that it be wholly free from political influence. In the hours of our gravest anxiety we have never wavered in a firm apprehension of this principle. If, then, we are capable of rendering service which is so prompt, full, and accurate as to place at a decided advantage those who use our bureau of information freely, it is only reasonable to expect that, as this fact becomes more and more widely recognized, the returns to the bureau in the form of membership fees will come to constitute a chief source of maintenance. Even at the present time, after but a few months' operation, the number of members is already encouraging, and is rapidly increasing. I need not do more than allude to the urgent importance of united efforts on your part to develop to the utmost this source of healthy and fruitful prosperity for our institution.

I beg also to commend to your careful consideration and favorable action the following suggestion, which has been reported from the Executive Committee of our Board of Trustees with an unanimously favorable recommendation. It is based upon our experience of the past twelve months, which seems to prove conclusively that there is a great and widespread demand for some comprehensive and reliable directory of the manufacturing industries of the United States, as well as of all business houses engaged in foreign commerce. The fact that such a demand exists has been impressed on us from various sources, from many United States consuls, from chambers of commerce abroad, and from our numerous foreign correspondents. In order to supply this demand, and to extend the activities of the Museum in a useful and profitable manner, it is proposed to expand our card-index file system to embrace all business concerns in the United States engaged in foreign trade, and to place such index files in every chamber of commerce abroad which is represented on our Advisory Board. The trifling fee charged to each concern for the insertion of a certain number of cards in the index file would render this val-

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uable system more than self-supporting. As already stated, the Executive Committee of the Board of Trustees has unanimously approved this proposition, and regards it as not only desirable, but practically essential. It is, therefore, with their sanction I bring it before the International Advisory Board. It is evident that the quickest and most reliable way of accomplishing the purpose is by the prompt co-operation of all our advisory commercial organizations in the United States.

Finally, I have the great pleasure to inform you of the formation of the Diplomatic Advisory Board, which is designed to exercise a general supervision over numerous questions of large importance which arise in the extensive diplomatic correspondence and relations necessarily involved in our work. It gives me extreme gratification to announce that already the ministers of thirteen countries have accepted diplomas of membership in this honorable and important board.

MR. HENRY W. PEABODY, President of the Advisory Board.

Mr. Chairman and Gentlemen of the Advisory Board:—I appreciate that the position I occupy at this moment is a very great honor. It is an inspiration to enter upon this day's exercises and to meet this large company of gentlemen who have come at the invitation of the Philadelphia Museums to ascertain what we want of them. A year ago those of us who were here scarce knew for what we had been invited. We came here to this generous enterprise, so liberally supported by the prominent citizens and by the city of Philadelphia, and were shown the plans and purposes which they cherished for the cultivation of the business of the United States with foreign lands, and then we were created into the body which they designated "Advisory Board." Surely if we could arrogate to ourselves any share of counsel, or advice, or planning for the magnitude of the work which has been developed during the year, we might reasonably have a share of self-conceit.

The growth of the work of the Museums we have all realized in our several places of business or residence. We have been aware that they have reached out into the far-distant lands

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and nations of the earth, and they have sought the acquaintance of merchants in their own places of business, and not only that, but they have brought back with them, or have drawn to them, representatives of foreign countries, which again, in their largeness of heart, they are adding to our Advisory Board, and magnifying it by the title "International Advisory Board." And for the first time I learn from the speech of Dr. Pepper that they are also arranging a diplomatic section in its connection; so that we can see they are reaching out to create a broader efficiency for this institution. The results of the visits of Mr. William Harper, Dr. Niederlein, and the director, to different countries, must become apparent to us during our meeting, in order that we may gain a comprehension of the extent of their observations and their accomplishments. I am very well aware that personal acquaintance and information are very important auxiliaries to progress of business, and that this interchange of visits between countries is sure to accomplish much. The presence of the gentlemen who have come from abroad will be of great value to the manufacturers throughout our land, who will have the privilege of visits from them. I am sure that they will do the best they can to show to these visitors the value and desirability of the wares which they produce; and it would be strange indeed if the volume of business, both for import and export, between the countries which are so represented by them should not be greatly increased thereby.

It is my privilege—a part of the duty assigned to me, and a very pleasant one, although I feel that the Advisory Board themselves are visitors, and I am but one of them—still, as its presiding officer, to be deputed to extend you welcome, and I do it most heartily. We do not know what is before us; I did not know when I arrived here an hour ago what was expected of me. We do know that very elaborate preparations have been made for several days of entertainment which will give to each one of us an expanded knowledge of the things which we are interested in; and in entering upon these excursions and these festivities which have been provided here, we shall certainly realize that this institution, which is but a few years old, has grown to be a very important thing in the community.

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There is no further business of the organization on this morning, it being arranged that we now proceed, under the guidance of the directors, to view the building and the system which they have instituted in the working of the bureau. I thank you very much, gentlemen, for your kind attention. We will now adjourn to the inspection, and I shall introduce the Director, who will communicate the programme of business.

DIRECTOR WILLIAM P. WILSON.

Mr. President:—Since the first formal part of our opening has taken place, it follows that we should now become somewhat acquainted with the institution itself. The exhibits are divided into several departments; a department of raw products, which now contains over fifty thousand samples, installed in forty or fifty rooms in this building; a department of manufactured articles, which illustrates largely the manufactures of Europe, South America, Central America, the Mexican Republic, Australia, and Africa; also, a bureau of information. These three departments, supported in various ways, form the organization of the Philadelphia Commercial Museum. In order to get a view of this system of exposition, it might be the most natural way to look over the exhibits of raw products; then the connected libraries; the showing of manufactured products; and finally the bureau here, which brings together the business organizations of the whole world. But, now that you are assembled in this bureau, it may be deemed best to take this first, and to give an explanation of the general business arrangement and the ordering of the work which follows in this office. I shall call upon Mr. Green, the assistant chief of the bureau, to explain it.

MR. C. A. GREEN.

Gentlemen:—The special work of the bureau of information is the pursuit of systematic studies in the markets of the world of the classes of goods now being imported to this country, the countries from which they come, the volume of trade, the prices paid, the importers and merchants who are handling the business, and such other information in regard to

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duties, freight rates, methods of packing, etc., as it may be well for the American manufacturer to know. Probably one of the most important items is the study of the methods of packing goods in order to make them acceptable and desirable in the various markets.

One of the greatest obstacles in the development of trade with South American, African, Australian, and Eastern markets has been the lack of knowledge on the part of our manufacturers as to the exact requirements of this feature of our commerce, and until the establishment of this institution there had been no means by which the manufacturers might gain this knowledge without incurring the great expense of sending a man to make personal investigations.

In the work undertaken we have opened up a number of channels through which this information can be procured. First, through our close connections with the local chambers of commerce throughout all Latin America—such bodies as you gentlemen here with us to-day represent. This is a reciprocal service, as this bureau is glad to supply all foreign merchants and trade-organizations with accurate information in regard to American manufactured goods, and also in regard to the possibilities of the introduction and sale of all classes of raw materials.

Another source of information is our library and journal-room, where we now have on file about nine hundred of the leading trade publications of the world, representing every interest and coming from everywhere, the official documents of all countries, and the consular reports of all nations. The great value of this plan is that by its means we frequently have reports on exactly the same market from perhaps a half a dozen different sources, each viewing the trade possibilities from the standpoint of individual interest. A careful study of all of these reports enables us to ascertain actual facts and conditions as they may at the moment exist. To make all this mass of information quickly available, we have trained a corps of competent persons, who are constantly at work reading and compiling from these publications and reports, commercial facts which may be of interest and importance to the various branches of business.

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In classifying this mass of information, two systems are pursued—first, by countries, so that, if it becomes necessary to make a study of the commerce of a given country, we find everything relating to that country filed under that particular section; the other classification is by lines of goods, so that, if we desire to study any particular line, we can, under its proper heading, find all reference to these goods in every country where they are now imported or used, giving full information as to the volume of trade and all trade conditions. Still another classification relates to imports and exports, freight rates from all sections of the world, duties, trade regulations, systems of banking, and, in fact, every subject that has any bearing on commerce.

In addition, we are receiving very efficient aid from the Federal government State Department, the facilities of its consular service having been placed at our disposal. The co-operation of the various United States consuls has resulted in our securing information of very great value, and otherwise difficult to obtain.

To facilitate the collection of information in this way, we have prepared a question blank, which is sent out to be filled in in the various parts of the world. The questions asked have regard to the countries of origin, names and addresses of manufacturers where possible, the quantity imported, the manufacturer's prices, the retail price, transportation charges, import rate, character of packing, merchants handling the lines of goods, and the field of distribution, with such additional remarks and observations as the person filling the blank may be able to add. These reports give us a concise, accurate, business-history of a line of goods in any market of the world. There are probably ten or twelve thousand of these blanks at present out in various parts of the world. They are coming back rapidly to us; in fact, hardly a foreign mail arrives that does not bring some of these reports properly filled out. These are at once placed on file, and the information is then ready to be copied for such manufacturers and business men as may desire to make a systematic use of the bureau of information.

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In addition we have our special correspondents in various parts of the world. These now number about two thousand, and are constantly being added to, so that this bureau can conduct investigations anywhere along any particular line. The result of this work and investigation is to be found in the various files that you see around you in this room.

We are also gathering the lists of the most important manufacturers of the United States, with their lines of business, so that we are prepared at all times to answer questions that may come to us from the foreign chambers of commerce with which we are connected. This enables us to serve, not only the interests of the manufacturer desiring wider markets for his products, but also those of the importer and merchant in the Latin American markets who may wish to form new connections, or to undertake the introduction of any particular line of American goods, machinery, or appliances. The maps and charts and directories of all countries are rapidly gathered and placed on file, so that commercial questions may be promptly and accurately answered.

Director W. P. WILSON continued.

Of the international feature of this bureau, which up to now has remained untouched upon, I would like, with your kind attention and permission, to say a few words. The purpose which actuates this institution is the furtherance of amicable trade relations between the United States and foreign countries. In particular the efforts of the gentlemen in whose hands its design is placed, are directed to the unification of the trade interests of this hemisphere. In our South and Central American republics and in Mexico are vast resources which still await the investigation of Northern business men. We propose to do all in our power to stimulate such investigation, and our first move in this direction, after the receipt of the raw products themselves, was to establish a laboratory, under the supervision of an able and exact scientist, for the purpose of analyzing these products and studying the means by which they may be made most serviceable to the requirements

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of our manufacturers here in the North. By this means we hope to evolve a harmonious inter-relationship, in which each of the parties to a transaction shall find his best interests furthered.

That time is passing in which manufacturers look to the one locality or country for the supply of every-day needs, and bear ills unnecessarily rather than further the interests of foreign neighbors by attempting their relief. It is our desire to see the day when such a state of feeling may be spoken of in the past tense. Trade interests refuse to make themselves amenable to geographical limitations, and to him who studies the matter carefully it is evident that the interests of commerce will have the world for the field of their activity. Consequently that thing which we most desire of our brothers in the neighboring republics, and our neighbors the world over, is the submission to us of their wares and staples of traffic, that we may pursue the best means within our power and intelligence to make them known to those having need of them.

To our brothers below the Gulf I would say: "Send us your minerals, your gums, your resins, your woods, your fibers, your oils, that we may be afforded an opportunity of putting them through our laboratories, discovering their properties, and calling them to the attention of our manufacturers, both by exhibiting them and mentioning their availability for the requirements of their trade." This we gladly do for you and them free of cost. Send us also lists of your needs, nor hesitate to ask us for the fullest information as to their possible supply. Send us also lists of your business houses. We shall discover for you purchasers for your products, and shall be glad to send our goods in return. Such information as you convey to us we shall transmit to the various boards of trade and chambers of commerce in the States; and, as there must of necessity be news to be supplied in your republics, we shall place in your chambers of commerce in Rio de Janeiro, in Buenos Ayres, in Caracas, in the City of Mexico, and other important trade centres, files giving you the fullest possible information regarding the manufacturers and business houses in this country. At present we have the names of fifteen thousand such manufacturers of the United

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States on our files, and we are daily receiving additions; and assuredly this promises to be able to afford you the possibility of satisfying your needs.

At a subsequent hour we shall explain more fully our system of receiving and distributing information. As a result of this meeting we hope to discover many mutual interests existing between the United States and the countries you represent, which may remunerate you for the great effort that has been necessary on your part to attend it.

The meeting then adjourned for an inspection of the museum and for lunch.

Afternoon Session.

Assembly Room, 2.30 p. m.

Mr. Peabody.

I want to say a few words to you of the previous session, which I think many of us will recognize as having done much good in the way of establishing acquaintances. I want especially, while here in this place, to form the acquaintance of as many as possible of these gentlemen from abroad, because a fortnight from now they will be in Boston, and I am appointed on a committee of arrangements, and shall take great pleasure in meeting these gentlemen again. It occurred to me during the lunch that I was something of a foreigner myself, a South American, because I lived there for four years; I am at present a Mexican business man, my firm being established at Merida, where we do considerable business in the export of sisal hemp; so that I feel that I am a member of both wings of the Advisory Board—the domestic and foreign.

We have two messages by cable—one from the Commercial Association of Rio de Janeiro, congratulating the Museums on the occasion of the international meeting of its Advisory Board, and the other one of regrets from Mr. Compello for his inability to be present.

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SENHOR A. S. HITCHINGS, of Rio de Janeiro, Brazil.

I desire to express the thanks of our commission for your kindness and the exceptional way in which you have treated us.

I will on a future occasion make a few remarks upon a point which I think is essential to all our interests. I refer to the question of an international currency. It is my belief that business relations could be much helped by the creation of some general international currency which could be substituted for the widely differing national ones now in use.

I wish to offer my heartfelt thanks for the kind manner in which we have been received in this country from the moment of our landing in New York until the present one in Philadelphia, and you may be assured that this day's visit will be of the greatest benefit to my friends. If the United States and the South American legislatures will but work in harmony, they will undoubtedly remove the barriers which heretofore have been so disadvantageous to good results. I only hope that in our own country we shall be able to effect a removal of these barriers and complete a union of the Americas, North and South.

DR. PAUL ZILLING, Director of the Export-Musterlager and Commercial Museums, Stuttgart.

I readily accepted the kind invitation of your committee, not only to enjoy your hospitality, but also in the hope of contributing my fair share toward the establishment of permanent and cordial relations between your Museum and the sister institution at Stuttgart which I helped to establish some fifteen years ago.

Our Export-Musterlager had its origin in the industrial exhibition held at Stuttgart in the year 1881, for it was out of the large surplus which that national fair had left that 10,000 marks were appropriated for the endowment of our enterprise, and this sum was afterward nearly trebled by means of bonds for 100 marks each, promptly taken up by a number of patriotic gentlemen. Our success however was such that we never had occasion to make any calls on these bonds, and they were all canceled and returned at the expiration of two years. The gift of the exhibi-

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tion committee was only partially used, and the deficiency gradually made up again, so that after the lapse of a few years we were able to invest the original sum of 10,000 marks in public securities as a reserve fund for all eventualities. Thus the exhibition of 1881 had not only given us the financial basis for our undertaking, but it also won for us the co-operation of a great many exhibitors, so that our Export-Musterlager started with a list of one hundred and eighty members on its books.

Our idea was to form a permanent collection of samples representative of industrial Würtemberg, for the convenience of foreign buyers and exporters who might not find time to visit our manufacturers at their own places, some of which have no railway communication, whilst others lie hidden away in the Black Forest.

On March 13, 1882, the one hundred and eighty members above referred to held their first session, and a select committee of thirty members was appointed for the purpose of preparing the preliminary statutes. These were submitted to a subsequent meeting and definitely adopted on the 26th of March following.

The principal paragraphs of the statutes are as follows:—

1. All members of the Export-Musterlager, Stuttgart, must have their business house situate either in Würtemberg or Hohenzollern.

2. The annual fee for each member is fixed at 25 marks, and confers the right on the member to exhibit his manufactures in the localities of the institution.

3. A commission shall be payable by the members on every order received through the Export-Musterlager, or given afterward direct by any customer so introduced in accordance with a scale to be settled between the director and the members, such commission to be as moderate as possible.

4. An executive committee of fifteen members shall be elected every three years, and these, again, shall elect three members, charged with the duty of controlling the general management and advising the director.

5. A statement of affairs shall be laid before a general meeting every year, at which the position of the institute is to be discussed and discharge granted to the director.

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At the request of the executive committee, Prince Herrman of Saxe-Weimar, brother-in-law of the late King Charles of Würtemberg, consented to accept the protectorate of the Export-Musterlager, for whose welfare and further development His Highness has ever manifested the warmest interest and solicitude.

Our enterprise was now fairly started. New members joined it almost daily and brought the total up to four hundred and forty-nine manufacturers. A portion of the exhibition building (Gewerbehalle) was rented, and soon nearly every industrial establishment of Würtemberg was represented there by some object of its industry.

Our Export-Musterlager only looks for visitors amongst the commercial circles of Europe and the world at large, refusing inspection to all who are not *bona fide* buyers. It is the duty of the director and his employes to observe the strictest discretion in respect to every transaction, and never to attempt the influencing of a buyer when the samples of competing members are under consideration. It is, of course, necessary to replenish our collection from time to time, and the manufacturers themselves find it to their interest to supplement their exhibits with any novelties that they may bring out. Needless to say that a general insurance policy covers the entire collection against all risks by fire, but beyond this no further guarantees are given by the institute.

Descriptive catalogues were published in five languages, viz., German, English, French, Italian, and Spanish. These were distributed in all directions to the number of about ten thousand. Recourse was also had to circulars and frequent advertisements in the leading papers of Europe and America, with the result that at the present day our institution is known in every commercial centre and receives visitors from all parts of the world.

It is, however, by no means our sole aim to induce personal visits, but we have from the very outset invited correspondence, and are always prepared to send out quotations or samples according to the requirements of our correspondents abroad. In order to facilitate intercourse with foreign buyers, agencies were

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established at all the commercial centres of Europe, but some were given up again to avoid competition with our members—our own agents; still, there are to this day agents successfully engaged for us at Athens, Belgrade, Rustchuk, Beyrout, Sofia, Salonica, Antwerp, and Bremen. Our members are at liberty to maintain direct relations with any of these agents, commissions being payable but once.

In 1885 a branch of our Export-Musterlager was established at Hamburg (Alter Wall, 18), where our members may likewise exhibit their goods without any increase of their annual contribution, and, in case of sales made, they have to pay a commission only to the Hamburg house. No commission or fee whatsoever is payable by the buyer, but, on the other hand, no liability rests with the agents either at Stuttgart or elsewhere, as they simply transmit the orders to the manufacturers, and after execution forward the original invoices to the buyers. Whenever it appears desirable we send one of our staff to take charge of the goods and see to their being properly packed, either at the works or by our own men in Stuttgart. When we receive orders intended for manufacturers at different places, we have all the goods addressed to our care, and make one shipment of them.

Many firms abroad intrust us with all their purchases in the German markets, and they find that the stringency of our terms is fully compensated for by corresponding advantages in price and by the speedy and careful execution of their orders.

In compliance with the wishes of foreign buyers, many of whom have frequently inquired after goods in other parts of Germany, it was resolved at the general meeting of July 21, 1887, to admit also samples of other German manufacturers, provided that such goods are not made in Würtemberg. These manufacturers have to pay, besides the usual commission, a rental of 30 marks per annum.

I shall now briefly refer to the Commercial Museum of Stuttgart, which was founded in the year 1884 by the Commercial Geographical Society. This corporation counts amongst its nine hundred members H. M., King William II. of Würtemberg, and a

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long list of men prominent in the world of science, art, literature, commerce, and industry. From small beginnings the Museum has gradually developed until its collections fill to-day seven large rooms. At the end of 1895 the catalogue of subjects had arrived at No. 5692, which is made up of the following groups:—

1. Ethnography, 2095 objects.
2. Animal kingdom, 652 objects.
3. Vegetable kingdom, 2537 objects.
4. Mineral kingdom, 408 objects.

Since then numerous fresh acquisitions have been made, so that the total value of our collection will at present be not far short of 50,000 marks.

As regards an exchange of specimens, I am reluctant to make such a proposal, for you seem to have already everything in your magnificent Museums. Should you ever at any time find your collection deficient of any object which is peculiar to or characteristic of our country, then please give us a hint, so that we may supply the deficiency to the best of our ability.

Señor Carlos Rogers, of the Chamber of Commerce of Chile.

Mr. Chairman and Gentlemen:—I regret very much that I am the sole representative to this convention from Chile. I can assure you, however, that the warmest sympathy is felt by my countrymen in what we term Yankee-land, and the warmest admiration is entertained for your institutions. We depend upon you for a large part of our labor-saving appliances —machinery in general and agricultural implements. From an agricultural country we are developing into a mining centre, and the seeker after gold, silver, and copper has met with his reward.

Our great export staple, in which we have no competition, is nitrate of soda, of which we ship one and a quarter million tons a year. In a vast country like this, having so much virgin soil, it is not unlikely that the uses of the article are but vaguely known to many of you. Formerly employed only as an agent

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in the manufacture of gunpowder and acids, it has become in Europe one of the greatest fertilizing mediums. It is unequaled as a fertilizer for root crops, its largest consumption being in Germany and France for beet-root.

It has been scientifically ascertained, however, to serve cotton lands. I sincerely hope it will be given a fair test in this country.

Chile is a wool-growing country, but, owing to the differential tariff hitherto prevailing, we have only found market here for our coarse or common grade, used for carpet-making, while our grade is constantly improving in quality.

It is not my purpose or province to deliver an exhaustive report on trade conditions, and, confining myself to general terms, if I were asked why commercial relations were restricted between our countries, I should say that the manufacturers here should acquaint themselves with our particular needs and be willing to cater to them, as other foreign countries do, and, above all, pay greater heed to careful packing, as the complaint of damage to goods in transit is unfortunately very general, and a disregard of apparently small details in shipping instructions really leads to serious loss.

SEÑOR MAURO FERNANDEZ, delegate of the Government of Costa Rica.

Regarding Costa Rica I shall deal with it only in a general way. It has a territory of 21,000 square miles, with 300,000 inhabitants, being one of the smallest republics in population. It lies six days' journey from New Orleans, and a few days further from New York; therefore we are very close neighbors, and our relations have grown up quickly and intimately. Although we have no such institutions as yours, yet we admire them and are slowly trying to pattern ours after your forms and on your principles. Your system of schools has been very well known and described in our country, not only by American writers, but through the efforts of some Costa Rican who has taken pains to personally visit the chief cities of the United States for the purpose of closely studying your system

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of education; and therefore the growth of "the school" is very well known in our country. I was the first to purchase desks in the United States' market for a private school in our country, and afterward the principal of that school imported others.

My point is Costa Rica and its resources. Its cities lie at great altitudes, Cassaba being four thousand feet above sea level, and another of our cities at about three thousand seven hundred feet. At such varieties of altitudes we have a great variety of production. From the cocoanut of the coast to the apple in the upper altitudes, we can grow anything. The chief tropical productions are coffee and sugar-cane as well as bananas, the latter constituting the main exportation of Costa Rica. Costa Rica owes much to its mines, whose first development began in 1827 with mines discovered on the Pacific side, but which, however, were not operated scientifically, and of course at a comparatively small profit. Now many of the European companies, chiefly English, and at present an American company, are trying to get down there. Our commerce with the United States has grown slowly and steadily within the last ten years. Ten years ago England had 60 per cent. of the Costa Rican trade, but at present it has diminished to about 40 per cent., the remainder being with the United States. Our flour in 1853 we got from Chile, our total supply being from that source; but since California was opened to the world by the establishment of international communication, we have begun, since 1856, importing from California. After we finished our railroad to the Atlantic, we came here to the Mississippi Valley; but now the traffic is made, not through the Mississippi, but through New York. We at present import half a million hundredweight of corn. Why does the grower in America send his corn to the Mississippi Valley instead of to New York? Because it reduces transportation charges, and of course, if it were possible to get lower prices, it would compete with other products. What we need in Costa Rica for the furtherance of import trade with America is railroad or canal communication with the Mississippi cheaper than it is at present. I must applaud, I must congratulate, the founders of this institution, as well as the American

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people, because they have such a large sense of commerce. Your country is going to forge ahead of Europe, because you are going to compete with them in the trade relation.

We of Costa Rica are with you in everything that a civilized country produces. There you can find everything. I should state in general our need of realizing the importance of fostering certain branches, certain articles of consumption, which in our country are not known, or, if known, but very imperfectly. I refer mainly to agricultural implements. We are very primitive; in fact we still use the Egyptian plow. I have seen so many exhibitions, I have visited so many cities, that really I feel that we must live to realize in our country the advance made by the use of those instruments. There is in our country a Don Quixotic sentiment that operates to a powerful degree in preventing the adoption of new ideas. There is a gentleman in my country who has imported American machinery and made its use clear to the people in his neighborhood. They ask him, "Can I get a plow like that?" That is only in one part of the country. My fellow-countrymen here, we must have bureaus of information in other places where we can establish centres for the distribution of such knowledge. The governments ought to partake in that, because private enterprises cannot afford to put expensive implements in the hands of the people, nor can American manufacturers. The aim of this institution I should call universal; its achievements yet will spread to the whole hemisphere. I find that the internationality of your institution later on will bring better results than at present, although I believe that the success within this last year has been wonderful.

At present a commission, at the head of which is an American engineer appointed by the Government of the United States, is fixing the line between the Republic of Costa Rica and that of Nicaragua, a matter which has been for a long time in dispute. We shall never come to any great war, to any struggle with any great power. The commissioners engaged in our boundary settlement have not yet come to an understanding, but they are

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honest and straightforward. If an interoceanic canal should fail of construction, we should always have a large navigable river flowing into the Atlantic over the northern part of our territory, and which would always be of very great importance commercially. If the canal were not constructed, so many railroads could be built that a great number of people would sojourn in Costa Rica to enjoy the better climate and the other advantages to be found there. As to the possibilities of this canal, do not let the European powers—England, for instance—take a share of it, but let American capital control it.

Now, we have one hundred and sixteen miles of railway from the capital of the Republic, San José, to Port Limon. You may fancy what amount of country this railway has opened up, so that we are ready to introduce a larger amount of different products and have them for export. For instance, the whole of our banana production, which amounts to very nearly $2,000,000 worth, is sent to another market. If we had proper communication with your country, all this export would go to you. This, of course, would make active traffic for the railway, and active exchange with the United States. If, on the contrary, the Panama Canal were built, and the scheme of Nicaragua rejected, Costa Rica would stand in the same position, because, although the boundary question with the republic of Nicaragua has not yet been fixed, it has been submitted to arbitration, and soon the President of the French Republic will decide the question, and then we may approach the question of the canal. Say what you may, great advantages would accrue to the contiguous countries from the canal. I know an American gentleman residing here in Philadelphia who has bought a large tract of bananas in Costa Rica very near to the railway, and he feels most satisfied with the deal, and thinks that he will very soon develop the whole property, which is large, very large, and affords employment to a great many people. This is the best means of attaining the various aims of the Museum, to help communicate and extend information; but it would put more confidence in our people if American capital would take possession of the country, as every-

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where English capital has taken possession of the old countries, by sending thither their commercial emissaries.

DR. WILSON read the following paper for SEÑOR CARLOS LIX-KLETT, from the Chamber of Commerce of Buenos Ayres.

Mr. President and Distinguished Colleagues:—I wish to thank the members of the Committee of Arrangements of this occasion for kindly giving me an opportunity to demonstrate the advantages which the Argentine Republic offers for the establishment of closer foreign relations in all kinds of enterprise.

Unfortunately, gentlemen, the American high tariff custom rates will only tend to make prohibitory the interchange of the national and industrial products between these two countries of the New World; and, further, I am inclined to believe that it is a grave error to suppose that a treaty of commercial reciprocity could be arranged under the circumstances.

The country I represent receives from Europe the capital, the labor, and the other elements which contribute to develop and enrich it, because the European capitalists have perfect confidence in its future, based on its productive capacity and its fertile and extensive territory, whose mild climate facilitates the work of man. Consequently it is that part of the world to which are exported the products of our cattle and of our lands—wool, hides, meat, and cereals.

The annual output of wool is at present three hundred million kilos; and, according to the latest national census, there are one hundred million sheep.

Our textile fibres are introduced free of duty into France, Belgium, Germany, England, Italy, etc., and our greatest consumers are the industrial centres of France, Germany, and Belgium.

The Argentine Republic has exported to the United States this year twenty million kilos of wool, principally cross-breed, and the principal kinds of which are exhibited in the case which I had the honor to present to the Philadelphia Commercial Museums, accompanied by its corresponding descriptive catalogue. By carefully studying this collection one could get an

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exact idea of the good quality of our textile products, and of the importance of the wool output in Argentina.

The reason why the exportation of wool from the Argentine Republic into the United States is larger this year is that our merchants, fearing a rise in the tariff rates, have made large shipments of it.

In the future, we very much fear, our transactions will not be as large; and, as the wool production in this country has diminished, as her manufacturers have considerably increased, you will consequently be forced to look to Europe for a supply which we of the Argentine Republic are well equipped to furnish.

Should the United States tax our dried hides and other skins, the Government of Argentina might be tempted to make reprisals on the American petroleum, pine wood and other products.

Our commerce has been with you for a long time much less than with other nations.

We cannot overlook the great advantages which Europe offers us for the sale of our products, while up to the present time the United States has offered us but very few facilities, and even these may be reduced in number by the establishment of the new tariff rates. We also regret to say that among our banking establishments we do not count one with American capital; therefore any business with this country must be done through an English bank, taking, naturally, the London market into account, which fact furnishes another great inconvenience.

We have in Buenos Ayres three powerful English banking houses, one German, two Italian, two French, one Spanish, and two of our own.

Merchants, manufacturers, and capitalists of this great American nation have not been very eager to stimulate interchange with the Argentine Republic, while Europeans, in investing their fortunes there with no object beyond their own aggrandizement, have contributed much to the national well-being.

And it is because of their failure to facilitate direct communication with our markets that American business men are forced to take this second place. Steamship communication with

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the United States is so poor that, in even such relations as we at present have, the services of English navigation companies must of necessity be called in. We see no reason why steamship lines between the United States and South America should not be established to facilitate traffic and develop commerce. I consider the following necessary to the induction of future good commercial relations between North America and the River Plate: the establishment of a good banking house in Buenos Ayres, with branch houses in other cities; the introduction of a credit system into our commerce; modification of tariff rates; and, as a necessary complement, rapid steamship lines connecting the ports of North and South America. Only under these conditions could the United States enter a fair field with Europe.

America's undoubted superiority in the manufacture of railroad appurtenances is universally acknowledged and appreciated. It is consequently surprising that Americans have not made an attempt to study the exceptional advantages which the Argentine Republic offers for the establishment of railway companies. Those already there can show a high rate of dividend, which they are enabled to pay by the careful laying of good roads in those immense prairies (pampas).

The street railways in Buenos Ayres belong to English companies. There are also national ones, but no American ones.

One of the firm of the Baldwin Locomotive Works may corroborate all I have said, as he has been in our country, and has done business with several of the railway companies there.

As proof positive of my remarks, Mr. President, I have the honor to offer for inspection the report read by Mr. Frank Parish, President of the Buenos Ayres Great Southern Railway Company, Limited, at a meeting of the stockholders in London, and published by the "Standard" of Buenos Ayres. You will note the dividend is 5 per cent. The report contains data well worth attention.

SEÑOR LIX-KLETT here gave a number of valuable tables of official commercial statistics of the Argentine Republic relative to the importation and exportation of goods with the nations of the world. He also gave the maritime movements of the port of

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Buenos Ayres, and the immigration for a long period of years, according to nationalities, and finally he gave the statistics of foreign trade from 1891 to 1895 between the United States and Canada and his country, as follows:—

Importations of Argentina:—

1891	$3,500,000
1892	7,400,000
1893	9,600,000
1894	10,100,000
1895	7,000,000

Exportations of Argentina:—

1891	$4,200,000
1892	4,600,000
1893	5,400,000
1894	5,300,000
1895	9,000,000

American Importation in detail:—

Olive Oil	$44,000
Canned Fish	16,000
Binding Twine	239,000
Canvas	232,000
Cotton Goods	217,000
Cordage	100,000
Oils and Drugs	430,000
Pine Woods	2,700,000
Various Woods	170,000
Wire	54,000
Machinery	630,000
Petroleum	900,000
Sewing Machines	650.000
Miscellaneous	636,000
Total	$7,018,000

The exportation statistics from the Argentine Republic to this country in 1895 were as follows:—

Horse Hair	$310,000
Goat Skins	507,000
Wool Hides	54,000
Dried Hides	5,300,000

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Salted Hides	$300,000
Raw Wool	1,600,000
Bone	33,000
Linseed	331,000
Quibracho Wood	3,000
Sugar	4,000
Ostrich Feathers	7,000
Alpisto (bird's seed)	15,000
Jerked Beef	56,000
Miscellaneous	182,000
Total	$8,702,000

The above figures are not in proportion with the trade of a great nation of seventy million of inhabitants which we admire for their push and enterprise.

In coming to this country to take part in the sessions of this congress, initiated by the Commercial Museums of Philadelphia, I come prepared to help in the good work of furthering the relations between this and the country I represent. But the benefits of the congress will interest the whole civilized world, and Philadelphia will have done honor to the nation.

Allow me, my distinguished colleagues, to express to you my satisfaction at the honor of having taken a place at your side in this congress, and kindly accept my best wishes for the progress and prosperity of the countries which you represent.

I pray for the prosperity of this institution, and for the happiness of this great republic, which I admire and which I see marching to take first place among the other nations of the world.

SEÑOR P. DE MURGUIONDO, Consul-General of Uruguay.

Mr. Chairman and Gentlemen of this Congress:—I would like to say one word after the well-read report which Mr. Lix-Klett has brought before this convention. In enumerating the many vessels from all nations which have visited both the ports of Buenos Ayres and Uruguay, he fails to find a single American vessel. I therefore think it the duty of the members representing the manufacturing interests of the United States to see to the

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establishment of some kind of communication whose tendency will be to facilitate and strengthen such trade relations as we are desirous of entering into with them.

COLONEL DR. FERNANDO MENDEZ DE ALMEIDA, of the Chamber of Commerce of Rio de Janeiro.

Mr. Chairman and Gentlemen:—Brazil is situated in the eastern part of South America between N. latitude 5° 10′ and 33° 36′ of S. latitude, and between 37° 19′ and 76° 25′ W. longitude from Paris. All States of South America, except Chile and Equador, are bounded by my country. The whole extent from north (Serra Paracaine) to south (River Chuy) is 4390 kilometers (2744 miles); and from east (Cape Branco Parahyba) to west (Javary) is 4060 kilometers (2539 miles).

Brazil has one-fifth of all America and a little under a half of South America. All the country superficies is 8,307,218 square kilometers (3,207,483 square miles). The sea coast is 7920 kilometers long (4950 miles). The population of Brazil is a little above 16,000,000 of whom there are 3,000,000 black men, nearly 2,000,000 Indian races and perhaps 5,000,000 of mixed races. The majority of the people are Catholics, but all religions are in complete liberty.

Colonel Mendez then spoke of the Government as being republican and federative. The republican form of Government was proclaimed at Rio de Janeiro, November 15, 1889. The political division of the country is into twenty Federal States and a Federal District. According to the Federal Constitution, adopted February 24, 1871, all States are independent, but subject to the Federative Rules that control the National Guard, Army and Navy Services, Post and Telegraph, Ports, Customs, and Foreign Affairs.

National Sovereignty is exercised by the Legislative, Executive, and Judiciary Powers. Legislative power in Congress is divided between the Senate and the Deputies' Chamber, with the President's sanction.

Deputies are elected by the people for three years, with the guaranteed representation of the minority. Senators are

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elected for nine years, and each State has three Senators. Deputies are elected, one for every 70,000 inhabitants. Executive Power is vested in the President. A Vice-President, who is the speaker of the Senate, is elected at the same time as the President, both for four years and directly by the people. The President has six ministers, his own anciliaries, who have his own immediate confidence. The State departments are Finance, Justice and Interior Affairs, Industry and Public Works, Foreign Affairs, War, and Marine.

Judiciary Power is organized into a supreme Federal Court, and Judges Federal, one in each State. Congress can make more Judges, and the Federal States are ruled by their special constitutions and laws, all constitutional principles of the Union being respected. Each State has a President and Legislative bodies directly elected by the people.

Foreign Navigation Companies direct commercial affairs from Para, Maranhao and Ceara to New York, West Indies and Europe, but in such an unsatisfactory way that it is possible to enlarge navigation with splendid success.

Pernambuco, Maceio, Bahia, Victoria, Rio de Janeiro, Santos and Rio Grande do Sul are the most important centres of trade with all nations of the world.

Industries are in good development, especially those of wood, cotton, and animal articles. The iron works at San Paulo, wheat and maize in the southern regions, and wine in Minas, St. Paul, Parana and Rio Grande have greatly increased.

The southern part of the country is very little explored. Large and extensive lands with unexplored forests, immense rivers with tropical vegetation, woods, cattle and mineral deposits require the attention of all who have means to go and make there a new Pennsylvania, rich in water, in wood, in gold, iron, copper and diamonds.

Our country, gentlemen, is rich, but we have no people. Gold lies awaiting arms to extract it from the productive and blessed lands.

We are in Brazil friends of our friends of United States. Our position in both Americas will determine necessarily our friendship, though we are so separated actually.

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Will you make more near our countries? Well, it is very easy. Don't make difficulties for our exclusive productions. Yours can go to our country. Aid the increase of our railways, and your locomotives, wagons, rails will be bought by us. Aid navigation directly from United States and make transportation cheaper than the European, who now has the monopoly of it. Make your productions cheaper than those of other countries. You then will be preferred by us. But, gentlemen, with your China-Wall of protectionist law it is very difficult to obtain the indispensable reciprocity of our countries. I speak to you as a merchant, directly, with a mind of truth. I beg your pardon if my words are too positive and perhaps too strong. But you and we are interested to make extensive and practical exchanges of our agricultural or industrial productions. Above political interests, the United States and the South and Central Americas have the patriotic intention of maintaining the great idea of an American statesman, James Monroe, "America for Americans," and I, and with me all Americans, have the same interpretation of these words. America is not only the United States, but all North, Central and South America.

If my words have been heard by you, I can assure you that the trade of both Americas will be in one or two years a reality. I promise you all my efforts, all my mind, all my work, to make in Brazil the first permanent exposition of American goods; to have in the greatest city of all Brazil the visible proof of the genius, the enterprising spirit of Americans, the splendid work of your great manufacturers.

And with this promise, made by a self-made man, a member of the press, I have a little favor to ask of you. Our leading products are coffee, sugar, rubber and woods. I beg you that all these productions have the distinctive mark from Brazil. If they are good, why give them another name? If they are bad, why attribute to another country bad productions? This simple and friendly course, will, I think, be accepted by you, and from to-day Brazilian coffee, sugar, cotton, wood will be marked "from Brazil."

Merchants must be friends of truth to-day and forever.

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SEÑOR ANTONIO E. DELFINO read the following paper on "Venezuela."

Mr. Chairman and Gentlemen:—Venezuela occupies an area of 600,000 square miles, and is a mining, pastoral and agricultural country, of easy access and great fertility. We possess all the products of the tropical lands. Our exports are coffee—on a large scale—cocoa of the best known quality, hides, goat and deer skins, woods, and the tonka bean.

Exports in the year 1887–1888 (gold dollars)	$18,042,000
" " 1888–1889 "	19,454,260
" " 1889–1890 "	20,183,468
" " 1893–1894 "	21,531,127
Imports in year 1887–1888	15,792,658
" " 1888–1889	19,454,261
" " 1889–1890	16,722,882
Exports to the United States in 1896 were	9,694,911
In 1895	10,073,951
In 1894 (high tariff and differential duties)	3,464,481
In 1893 " " "	3,625,118
In 1892 (equal duties)	10,325,338
In 1891 "	12,078,541
Imports from the United States in year 1896	3,838,746
" " " " 1895	3,740,464
" " " " 1894	4,137,163
" " " " 1893	4,207,661
" " " " 1892	4,049,155
Venezuela imported from the United States in gold coin in year 1896	1,227,665
In year 1895	935,460
" 1894	454,925
" 1893	1,852,914
Venezuela has exported into the United States in gold coin in year 1896	522,879
In year 1895	325,819
" 1894	767,554
" 1893	232,005
In the last ten years, 1887–1896, Venezuela imported in gold coin from the United States	15,813,912
And exported in the same ten years, 1887–1896, to the United States in gold coin	2,766,306

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The value of our exported products may be reckoned as follows: four-fifths of the whole value in coffee, one-tenth in cocoa, one-tenth in hides, tonka bean and sundries.

Venezuela is one of the few Latin countries that is and has always been on the gold basis. Payments are made in gold, and only one-tenth part of the sum paid may be received in silver.

All the coffee shipped from Maracaibo comes to the United States, and also a great part of the Porto Cabello and some of the Laguayra coffee. Only a small quantity of the best quality cocoa comes to the United States, for confectionery purposes. Hides and goat skins are all shipped to New York. In Venezuela there are three banks—the Banco de Venezuela, with fifteen million bolivares capital, established in Caracas, with agencies in Valencia and in all the seaports, which receives from the custom-house officials the duties collected and pays according to a contract; the Banco de Caracas, in Caracas; and another bank in the city of Maracaibo—all which have been very useful for mercantile transactions. The planters have their banking business with the merchant houses of Caracas, Valencia, Porto Cabello, Maracaibo, and Ciudad Bolivar. A bank that should offer banking facilities to the planters is greatly needed.

Looking at the map, one is deeply impressed by the natural facilities that Venezuela offers to commerce. It is situated in the northern part of South America, on the east side of the Isthmus of Panama, and its principal ports are five days distant from New York, and thirteen days from Europe; she possesses an extensive seacoast on the Caribbean Sea, and on the Atlantic a coast enriched by several large natural seaports. Our fluvial system is a great aid to the inland commerce. The Orinoco River and its navigable affluents, the Apure and Meta, make the traffic easy from east to west up to Colombia, and trade is active also from the Orinoco by the Cassiquiare and Rio Negro down south to Brazil.

The population of Venezuela is only 2,400,000 inhabitants, the greater part living in the cities of the north coast. The capital, Caracas, contains 80,000 inhabitants, Valencia 35,000. The city of Maracaibo, on the lake of the same name, is the natural

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port of all the products of the Venezuelan state Los Andes, of the Colombian city Cucuta, and the southeastern part of Colombia.

There are two maritime insurance companies, one in Caracas and another in Maracaibo. In the last four years three breweries have been established — one in Caracas, another in Porto Cabello, and another in Maracaibo.

Laguayra is connected with Caracas by a railway thirty-seven kilometers long, that winds up the mountains, and was built by an English company. A German company constructed the railroad from Caracas to Valencia, about one hundred and ninety kilometers, and Valencia is united to Porto Cabello by a railway built by another English company.

Venezuela is connected with the United States by several steamship lines, and, since the first line was established, our commerce has increased more than 90 per cent.

We all in Venezuela feel thankful to the Americans for their peaceful intervention and honorable settlement of a long dispute—a settlement, I am happy to say, where there are no vanquished with the consequent passions of hatred and revenge. We regard with pride this, our elder sister republic. It is our desire, and it is to the advantage of civilization, that on the American continent there be a great, peaceful, powerful, and respected nation, endowed with the power that is given by a large and prosperous population of inventive genius, of surprising energy, actuated by a high sense of justice, and occupied in the development of her marvelous resources.

SEÑOR FEDERICO MEJIA, delegate of the Republic of Salvador.

The Republic of Salvador, which is the smallest in point of territory of any on this continent, is so extensively cultivated that the value of its products, with respect to the number of its population, is very surprising.

Its inhabitants number about 800,000. The principal products are coffee, sugar, indigo, and tobacco. The exportation of the first named amounts to 52,500,000 pounds; of the second, to 8,000,000 pounds; of the third, 3,500,000, and of the fourth, 2,500,000. Of these products the fifth part only is

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exported to the United States, and the rest goes to the markets of Europe. From this fact it naturally results that four-fifths of our importations are of goods manufactured in Europe.

I believe, in view of the great strides which this country is making from day to day in its manufactures, that the time is coming when it will no longer be necessary for us to make exports to the markets of Europe; but in order to establish this result it is indispensable, in the first place, that there should be established other lines of steamers, and, in the second place, that the manufacturers of the United States shall adapt their products more to the tastes and needs of our markets, in the same way as Europeans have done.

Consul-General F. FERRARI PEREZ, delegate of the Mexican Government.

For twenty years there has not been a single revolution in the Republic of Mexico. General Diaz has found a cure for that evil—an evil, "to which the Latin-American nations are tied by the Quixotic spirit of their ancestors." No fear is entertained of a foreign war; the most cordial relations are cultivated with the United States and with Guatemala, Mexico's two neighbors in territory. The security of life and property in Mexico to-day is as great as in any other civilized nation.

In 1873 the building of railways began. There were at the end of that year only 359 kilometers of constructed roads. In 1895 there were thirty-four railway companies, with a length of line aggregating 10,723 kilometers. In the latter year, 4,159,700 tons of freight and 5,988,506 passengers were transported. There has also been a great increase in telegraph and telephone lines. The budget of the federation has increased from 19,772,638 pesos in 1877 to 51,700,000 pesos in 1896. The exportation of Mexican products increased from $28,313,744 in 1879 to $105,016,902 in 1896, of which amount exports valued at $97,651,695 went to the United States alone. The climate of Mexico is such that many useful materials can be grown. Oranges are produced in twenty-three states of the Republic, sugar-cane and tobacco in twenty-five, corn, beans, and barley in all of them, grapes in fourteen,

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sarsaparilla in thirteen, coffee and rice in sixteen, cotton in eighteen, peanuts in thirty, cocoa in eight, caoutchouc and chewing gum in nine states. With a territory that is only inferior in size to that of the United States, Brazil, and the Argentine Republic, and with a population exceeded only by that of the United States and of Brazil, Mexico has but six inhabitants to the square kilometer.

At the present time the state of affairs in Mexico seems favorable to the establishment of great industries. A cigarette manufacturing company, which began operations in Mexico in 1894 with a capital of $1,000,000, paid dividends for the first year of 14 per cent, for the second year 15 per cent, and for the year 1896, 17 per cent. A paper manufacturing company paid a dividend last year of 17 per cent. A textile manufacturing company of Orizaba paid a dividend last year of 16 per cent. Other companies were mentioned which paid still larger annual dividends, among them being the sugar mills, the thread factories, and the cotton goods manufactories. There are many businesses in Mexico to-day capable of producing analogous results if managed with due intelligence and with the necessary capital.

MR. A. B. FARQUHAR, of York, Pennsylvania.

I have been dealing in South America largely for thirty years past, and I can say that in the entire thirty years' business, covering millions of dollars, I have never lost one single dollar in the South American market. We have only to do our business on business principles, to follow out what is absolutely necessary to trade anywhere.

MR. ARBUCKLE, of the Spanish Club of St. Louis.

Mr. Chairman:—I take occasion to congratulate the Philadelphia Museum on the accomplishment of such a great work as we have seen to-day. It is a work that has certainly cost a vast amount of money, a vast amount of knowledge, and a vast amount of technical labor, and it is a work that the United States may well feel proud of. She has now opened to the eyes of American countries an exposition that I believe will have

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great power in the development of the South American countries, and of the manufacturing interests of this country.

As a representative of a large organization, one of the largest and strongest in the West, in the city of St. Louis, and comprising about three hundred of the wealthiest exporting firms of that city and neighborhood, I feel proud to have the honor of being at this meeting. We have for the last ten years been promoting the business interests of the Mississippi Valley in Mexico and Central America. I am happy to say that the result of that work has been very great, an opinion in which I think my friends here, the delegation from Mexico, will second me. I think that the results, to a very great extent, have been brought about by the business relations that exist beween the Mississippi Valley and the Republic of Mexico. We desire to second the efforts of this Philadelphia Museum in the great work that it is doing.

The first day's conference closed with announcements by the Director of the Museum, that the Western Union Telegraph Company, the Postal Telegraph and Cable Company, and the Bell Telephone Company, offered the free use of their facilities in Philadelphia and throughout the United States to the delegates to this Convention while guests of the Museum. A vote of thanks was unanimously tendered to these companies.

An invitation from the Trades League of Philadelphia to the delegates to participate in a steamboat excursion on the Delaware River at 11.30 on Thursday morning was read.

A programme for the entertainment of delegates was announced, including the official opening of the Convention by the President of the United States, at the Academy of Music, at 12 o'clock on Wednesday; a reception at the Stratford Hotel at 8.30 p. m. on Tuesday; a visit to the Mint, where a commemorative medal was to be struck for the delegates; and to the Baldwin Locomotive Works on Wednesday morning. Mr. Daniel Baugh, president, offered the privileges of the Art Club to members of the Convention. Provision was also made for visiting delegates to obtain their return traveling tickets through a special commission of railroad officers.

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SECOND DAY.

AFTERNOON SESSION.

ACADEMY OF MUSIC, Wednesday, June 2.

The third session of the proceedings of the Philadelphia Museums was inaugurated at 2.40 p. m. at the Academy of Music. Dr. William Pepper called the meeting to order and introduced Mayor Warwick. The delegates and official visitors were seated on the stage with Hon. William McKinley, President of the United States, in the place of honor.

MAYOR WARWICK.

The Philadelphia Commercial Museums, after a deal of care in the application of scientific principles to their management, have become permanently established. They have shown their usefulness as a factor in the development of commercial interests. There is nothing selfish in the scheme of this institution; its aims are confined to no country. Nothing speaks so eloquently of the usefulness of this institution as the presence of those who are here representing every state and government on this continent—delegates duly accredited from their governments, who are here looking into the features of this institution, and who are loyal to the operation of the governments which they have the honor to represent. This is really a great day for Philadelphia—a great day for the institution. I doubt if ever a more distinguished gathering of men has been seen in this country than that which has assembled at this time to inaugurate the Philadelphia Commercial Museum. We have here the President of the United States, members of his Cabinet, foreign ambassadors, representatives and delegates from every state on this hemisphere, who are come to emphasize this movement by the meeting of to-day.

It gives me pleasure to introduce to you the Honorable William McKinley, President of the United States.

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PRESIDENT MCKINLEY.

Ladies and Gentlemen:—To have assembled the representatives of great commercial and industrial interests at home and abroad in such large numbers, is so unprecedental as to make this a most memorable event. Chambers of commerce, boards of trade, mayors of cities, and governors of States, with the accredited representatives from sixteen other nations, unite here to-day to testify to the significance and importance of this occasion. Every one of our sister republics of this continent is here represented through its special minister, and in a number of instances large delegations of prominent citizens have made long journeys at great expense to participate in this significant occasion. To all we give hearty greeting and hospitable welcome. No ordinary object could have produced such an industrial convention. Interstate and international interests have contributed to its success, but nothing less than a deep conviction in the minds of the people representing the movement here begun, will eventually effect permanent gain in their commercial relations. The purpose of the Philadelphia Museum is to aid in the development of commercial and industrial prosperity. No worthier cause can engage our energies at this hour. It is a most praiseworthy one—the extension of trade—and to be followed by wider markets, better fields for employment, and easier conditions for the masses. Such an effort commands the instant approval of all, for it is linked with the prosperity of the humblest toiler and the welfare of every home and every fireside. The Museum is inaugurated on broad and progressive lines; its authors and promoters mean that the conditions for international commerce shall be directly promoted by systematic study, and demonstrated by scientific methods, evincing the fact that these gentlemen have grasped the truth and are prepared to continue these efforts to successful conclusions. Its generous support will insure and increase its usefulness. One national industrial undertaking prepares the way for another. A great exhibition like this is both an education and an inspiration. It concentrates the attention of the citizens; it broadens their ideas, strengthens their confidence, promotes the spirit of friendly

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co-operation and rivalry, awakens a laudable ambition, and encourages effort in the utilization of all the forces and processes of production.

The Columbian World's Exhibition at Chicago, glorious testimonial as it was to the world's progress, was the forerunner of this less general but more permanent institution for the world's economic advance. Many of the Chicago exhibits here remain intact, supplemented to such an extent by the management of the Philadelphia Museum that they make the proud claim that their exhibition is the most extensive and complete of its class anywhere in existence. Not only does it demonstrate the advance made in the products of our country, but in those of other American republics. A spirit of friendly and mutually advantageous interchange and co-operation has been exemplified, which is in itself inspiring and helpful, not only to trade and commerce, but to international comity and good-will, for good-will must always precede good trade. The producer and consumer of both continents are here, brought together in close touch, and are taught to work together for the common weal.

In order that new markets may be opened and a larger trade established, the manufacturer must have the opportunity of becoming acquainted with the character of the goods desired by the consumer, and the consumer must have an opportunity to examine the goods which the manufacturer is anxious to dispose of to him. It follows, then, that a recognized central institution, such as this is, of real stability, whose integrity of management cannot be questioned, will be of inestimable advantage not only to a generation in a single country, but to a whole continent; and fortunately the Museums are well equipped with the capital and talent to achieve the highest conceptions in the lines of its endeavor. The accurate data which are here to be found ready for reference are obtainable to a degree not even attempted anywhere else in the world. Even at this early date it is not too much to say that a movement of this kind is, in its general scope, national—aye, more than that, international—in its character; and I predict that its success, if it be wisely conducted, will surprise even its most enthusiastic friends and founders. Rest-

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ing upon this principle of looking not solely to the welfare of the country at large, but benefiting other nations as well as our own, the intent and realization of this world-industrial object-lesson are in accord with the best spirit of the age, and worthy of the good-will and helpfulness of every patriotic American.

I assure the promoters of this enterprise of the deep interest of the government and the people in its success. I congratulate the citizens of Philadelphia — justly renowned for the Centennial Exhibition, which first demonstrated to the world the marvelous development of our resources—that to them have been intrusted the care and completion of this great work. Well and farsightedly has this municipality acted in creating it as practically a separate department of its government. With liberal appropriations of money and the gift of a valuable site, the people of this city, the birthplace of American liberty, have once more demonstrated their patriotic spirit and purpose, calling into fellowship and counsel representatives of the different commercial bodies of this continent.

My fellow-citizens, the United States is the grateful debtor to Philadelphia for what she has done in the past. She contributed immeasurably to the triumph of liberty; she would now aid in the triumphs of labor. Who can doubt that the deliberations of these able and public-spirited men, coming together freely and cordially, and animated by a common purpose, will result in still closer relations of international comity and higher prosperity for all? May God's blessing rest upon this worthy enterprise, and upon those who are laboring for its welfare. I now declare, Mr. Mayor, the Philadelphia Museums formally opened.

MAYOR WARWICK'S greeting to Mrs. McKinley.

Since taking my seat, I see that Mrs. McKinley has entered the room. Undoubtedly we all wish to extend to her a cordial greeting.

Madame, in our simple republican court the wife of our chief magistrate has precedence over all representative women in the land. We give you a corresponding welcome. She who

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most intimately promotes the comfort and happiness of the man whom our suffrages have put in charge of the nation, is entitled to our gratitude, as doing us all a service. We greet you thankfully. European nations boast the virtues of their queens. To the same qualities that honor them you add the graces of urbanity, sympathy with the people and accessibility, not common to crowned heads. As the most prominent of American women, we receive you to our hearts and say "God bless you."

DR. PEPPER.

Mr. President, Your Excellencies, Members of the Diplomatic Advisory Board, our Valued Colleagues, Members of the International Advisory Board, and our Distinguished Guests:— You will readily believe that it is with emotion I address you and this great assemblage on this occasion. Our most honored guest, the President of the United States, will assure you that it is under no common sense of public duty that he has overcome his reluctance to leave his responsible post, even for the few hours involved in this visit. It is in consonance with his conception of that duty, and with his well-recognized devotion to the welfare of the American people, that he yielded to the earnest representation made by the authorities of the Philadelphia Commercial Museum of the weighty significance which would attach to his presence here to-day. We accept it as conclusive evidence that the approval and encouragement extended to this institution by the national government from its very inception will be continued so long as its work is in the lines of faithful and disinterested service in the extension of our commercial relations and prosperity. I have said that encouragement had been extended to this institution by the national government. This is strictly true, and it is proper that it should be spoken of more fully. When the city of Philadelphia came into possession, in trust, of vast collections of natural products from all countries, exhibited at the World's Columbian Exposition at Chicago, the credit of the city was solemnly pledged to their care and maintenance. After prolonged study, it was decided that these collections were of such high importance to all our industrial and com-

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mercial interests that an institution of truly national character should be founded to care for them, to foster their increase, to install them in the most instructive manner, and to make them useful to the entire country. On the occasion of the first interview with which I was honored by the then Secretary of State, the lamented Gresham, he promptly recognized that the plan adopted would lead to the performance of work, especially in connection with the consular service, which would directly assist the State Department. It was seen that the organization excluded all possibility of private or commercial influence, since the institution is essentially a branch of the municipal government of Philadelphia, a certain number of the trustees being appointed for life by City Councils, while the high officials of both city and state are members *ex-officio*. It was further recognized that, in the successful creation of a national advisory board composed of official delegates from the chief commercial and industrial organizations of the United States, to whom were accorded the right of electing their own officers and of exercising general supervision over the operations of the Museum, the institution had divested itself of any trace of local character, and had acquired a truly national scope and position.

It was also manifest that, if the Museum would undertake to collect accurate information upon all trade conditions, would compile circulars of inquiry which would prove useful guides in the collection of commercial information abroad, and would digest all data received in reply into the form of reliable reports for the benefit of commercial and industrial concerns throughout the country, it might properly receive the approval and encouragement of the national government. Letters were accordingly issued by the State Department which secured the cordial cooperation of our consuls in all parts of the world. The same encouragement was continued by Secretary Gresham's eminent successor—with whose presence we are honored to-day—and is to-day continued under the sagacious statesman at the head of the State Department. Very many thousands of our circulars of inquiry have been forwarded by that Department, and very many thousands of responses have been transmitted to us in bulk by it.

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In addition to this gratifying record, it is proper to speak of the important function which brings us together to-day —the national, or, more accurately, the international inauguration of the Commercial Museum.

It is true that last June there was a meeting of the official delegates from a limited number of the leading commercial bodies, and that the Advisory Board, so constituted, elected officers from among the distinguished members present, and that we shall have the pleasure of hearing from Henry W. Peabody, Esq., of Boston, the President of the Board, some account of its operations during the year. But not until yesterday did the fully organized International Advisory Board meet, with an official representation from over one hundred and fifty sources, whether governments, or important commercial or industrial organizations, fully one-third of which are outside of the United States of America. Not only does this board, so fully representing every country on this continent, hold its annual meetings at this time, but we are honored with the presence of the Diplomatic Advisory Board, whose diplomas of membership have been accepted by at least thirteen of the ministers from our sister republics.

You will learn from the official reports to follow, of the unequaled extent and value of the collection already installed, as well as of the remarkable development of the work of the bureau of information.

Certainly it must be apparent, therefore, that the general plan of the Philadelphia Commercial Museum, and the manner in which this plan has been carried out, possess at present the confidence of the governments and of the great commercial organizations of this entire continent. It remains to be considered, however, what grounds exist for expecting the institution to retain this confidence and to win a position of secure permanency. It is eminently proper that this question shall be discussed fully and frankly on this occasion, when, for the first time, the authorities of the Museum have an opportunity of speaking in general audience of the city of Philadelphia and of the State of Pennsylvania, to both of whom we look for substantial support in our work.

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It would be an unpardonable omission were I to fail to pay tribute on this occasion to the broad, public-spirited policy which led the authorities of that great national corporation, the Pennsylvania Railroad, to accord to the Philadelphia Museum from the very outset a generous support which has never wavered.

The most striking evidence of this encouragement is to be found in the fact that, pending the construction of our own permanent museum buildings, we have been granted the temporary occupancy, without rent, of the spacious and suitable buildings formerly occupied as the general offices of that company.

The name of the institution does not fully declare its character or scope, yet it answers its purposes sufficiently well. Museum was the title which the Ptolemies of Egypt gave to that marvelous foundation of theirs which won the admiration of the world and drew together the wisest teachers, the most ardent students, the richest libraries, and the greatest collections of natural products, as well as of artistic and scientific objects.

Our Commercial Museum possesses the most extensive collections of natural products in existence in any country, and we have good grounds for expecting that these collections will be continually replenished and enlarged. They are displayed so as to enable manufacturers or traders to study them to the best advantage, and gain the information or make the selections needed for their special interests. The library receives regularly over nine hundred journals of commerce and manufactures from all parts of the world, in many languages. These are instantly abstracted and card-indexed, and these cards are supplemented by others drawn from the advance sheets of the consular reports of all countries, from the responses to the very numerous circulars of inquiry sent out by the Museum, and from the reports of our special agents.

The bureau of information thus formed contains the fullest, freshest, and most exact data on all trade conditions which can be obtained. Its advantages are open to all who pay the membership fee of $50 a year, and it is evident that the special reports, which are now being sent out at the rate of seven hun-

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dred and fifty per month, will help the residents in Canada or in the Argentine Republic no less than the residents in New York or Chicago.

In the scientific laboratories connected with the Museum all new products will be tested and analyzed, and the authoritative results will help to guide the commercial world as to the value of the products so studied. The courses of instruction which will be conducted regularly in the institution will attract earnest students seeking to fit themselves for appointment in the consular service or to other commercial positions.

It seems also not too much to hope that in this way a real service may be rendered to the government, as well as to the manufacturing and commercial interests of the country.

The purposes of the Museum require, further, that there shall be displayed very complete collections of the manufactured articles which are actually being imported into the markets which it is proposed to share with the countries hitherto controlling them.

Consequently there will be found extensive series of all kinds of goods made abroad for sale in Mexico, Central and South America, Africa, Australia, and the Orient. It is, of course, possible to regard all this as evincing a spirit of aggressive rivalry, but in fact it is the inevitable result of the industrial evolution of the countries of this continent. The time has arrived when an institution embracing the features of the Philadelphia Commercial Museum has become a necessity. The rate at which closer and more advantageous relations may be developed will, of course, be influenced by the advances made in transportation facilities and by the character of legislation on commercial questions. But, apart from these, and as a fundamental proposition which seems indisputable, it may be asserted that the peculiar services rendered by our institution are indispensable to the industrial development of the American republics and of these great countries already mentioned, whose productive and consuming capacity must be taken more and more into account.

Our Museum proposes to promote more extensive trade between all these countries, not only by displaying their natural

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products and by supplying full information concerning all trade conditions affecting them, but by actually sending to organizations associated with us duplicate cabinets of natural products and of foreign manufactures, and by placing in every affiliated chamber of commerce outside of the United States card index-files of our manufacturing establishments, with complete lists of all houses engaged in foreign trade.

I have tried to state briefly and impartially the record in the present status of the Philadelphia Commercial Museum. I presume that its practical importance is conceded, and return to the capital question as to how future developments and permanent maintenance can be assured. The city of Philadelphia has kept its pledge faithfully, by making annual appropriations to the Museum; there has also been assigned a valuable tract of ground, embracing sixteen acres, as a site of the permanent buildings to be constructed.

It is, indeed, obviously to our interests to do so. It is true that the entire continent will reap benefit; but is it not a palpable fact that the industrial interests of Philadelphia and Pennsylvania must be benefited in a peculiar sense by the presence of this institution? We look with confidence to the State of Pennsylvania for liberal appropriations, since the ground, the buildings, and the collection will always be the joint property of the City and State, held under specific trust, and managed by a board of trustees containing ample official representation.

Let us not imagine, however, that the Museum will be a heavy burden to Philadelphia and Pennsylvania. The membership fees of the bureau of information will become an important source of revenue. The extension of our card-file system as proposed will be operated at considerable profit. We have already received gifts amounting in value to hundreds of thousands of dollars, in the form of new collections which have been most generously donated by different countries. It should be known that at this moment several countries are expending considerable sums in completing their collections here, or are forming for us wholly new collections of great value.

It is this generous co-operation which enabled us to do,

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in three years, and without expense, what would have required as many decades and a vast outlay if accomplished by direct purchase. We venture to look with increasing confidence to more and more liberal co-operation of this character, as the services of the Museum to the several countries are more and more conspicuously demonstrated.

The further question also must arise sooner or later, whether an institution so essentially adapted to promote friendly and fruitful intercourse between our countries shall not receive some definite official recognition, in the form, possibly, of an annual grant of a moderate amount, based upon the population of the respective countries represented on our Advisory Board.

Finally, it will be opposed to universal experience if our work does not attract many private benefactions. Although it is essentially a practical work, based on a scientific conception of widespread utility, and making no appeal whatever to sentimental considerations, it is none the less essentially a work in the interests of humanity, calculated to strengthen the ties of amity between already friendly countries, and destined to promote a higher degree of general prosperity by aiding in the development of the special advantages of each. When an institution with so sound a purpose is established on a permanent basis, with valuable property in land and collections, it must appeal with convincing force to all who appreciate the good uses it could make of large funds for buildings, for scientific investigations, for publications, and for its educational work. I would gladly have spared you this dull statement of facts. It would have been easier to give expression to the deep sense of thankfulness, which fills the hearts of those who have labored with such devoted zeal to realize this conception, at the convincing evidence given by this remarkable assemblage that the work stands approved and accredited. I cannot forego the satisfaction of expressing in one phrase the profound appreciation of the Board of Trustees of the Museum of the able and devoted service rendered in the cause by our officials. The gratitude of the commercial world is due to them.

Nor can I fail to assure our delegates of the important

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influence in the future of our institution which must be exerted by this proof of their belief in its value, and of their devotion to its interests, which has led them to make such self-sacrificing efforts to attend this meeting.

And, least of all, your Excellency, can I restrain a tribute to your public spirit and sympathetic attitude toward this work, which is so entirely in consonance with the principles for which your administration stands. It is, Sir, this attitude on your part, associated as it has been with the earnest and unprejudiced support given by their Excellencies, the ministers of our sister republics, which has rendered this international opening of the Philadelphia Commercial Museum so notable an inauguration of the larger career upon which the institution now enters.

MR. PEABODY.

Mr. President:—The privilege of expression for the members of the Advisory Board devolves upon me, and I am glad to respond briefly concerning the work of the Museums, as these business men regard it. The Philadelphia Museums are unique in that they are for public benefit without hope of pecuniary gain, or even specially of advantage to the City or State where the bureau is located, and by which it is so liberally endowed. These qualities secure to them the confidence of merchants and potentates in all countries, as we have a grand illustration to-day of their good claims in the almost unprecedented favor of the government of our own United States. Your presence, Mr. President, gratifies and honors every one here and thousands who are not in the assembly; but it is giving, also, the recognition of approval to the work undertaken by the Philadelphia Museums. These friends from the countries of the south indicate by their presence their belief in the efficiency of the work, and the benefits to be derived through commerce with the United States.

The events of this day should publish broadly to the world that the Museums are internationally approved. The benefits to be realized from the visits of these friends, who have been made members of the Advisory Board, cannot be measured by any volume of business directly resulting. Their reception in many

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cities, and the opening of factories to their inspection, will magnify the fame of our productions at home and abroad. There is an apparent cordiality between these visitors and our people that betokens a closer friendship in the future, a sort of kinship, because we are all Americans.

The Philadelphia Museums are furnishing to the people of the United States who desire and apply for it, and not less freely to any one who may require it from a foreign land, full information regarding any product.

Such information and acquaintance, as the forerunners of confidence, are essential to the structure of commerce.

Philadelphia has assumed a task that might well have been national.

The Advisory Board bids God-speed to the cause.

SEÑOR DON MATIAS ROMERO.

Mr. President, Gentlemen of the Philadelphia Commercial Museum:—The diplomatic representatives of the Latin-American Republics in Washington feel highly complimented at the opportunity afforded them to witness the inauguration of the Philadelphia Commercial Museum, and to express their appreciation of the transcendent importance of such an event.

The Philadelphia Commercial Museum is an institution intended to develop trade among the nations of this continent, and, considering the short time it has been in existence, and the large proportions that it has already attained, and those that it will attain when its magnificent new building is erected and its work fully developed, it can safely be predicted that the Commercial Museum will become before long a very important institution, second only, as a promoter of international trade, to government legislation and to transportation facilities. For the furthering of the important object of the development of trade between the American countries, no better means could be devised.

Legislation is, of course, the most important factor in promoting trade, because legislation can create, develop, or suppress it through the instrumentality of import duties. Transpor-

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tation facilities are second only to legislation in their bearing on commerce, as high rates of transportation make trade impossible; but when these two factors combine to encourage trade, there still remains the task of giving information to the manufacturers as to where they can obtain the raw materials that they require for their factories, and as to their quality, cost, etc., and of giving similar information to the producers of the raw material about the manufactured articles that they need, establishing thus the exchange of merchandise to the equal advantage of both, because foreign trade is nothing but barter, and a nation cannot consume foreign goods unless it produces and sells their equivalent in value.

The only effective way to increase trade is, of course, to produce cheaply, as commerce is a matter of convenience and not of sentiment, and no one will pay high prices for commodities produced in one country when he can obtain the same quality of goods at lower prices from another. The United States constitutes in itself so large a market that thus far all the energies of the country have been required to produce sufficient for home consumption, while but little attention has been paid to opening in foreign countries a market for United States manufactures. But, as this country is becoming a manufacturing nation, and its production now far exceeds its consumption, the time is fast approaching when it will come in competition with the principal nations of the Old World for the sale of manufactured products.

The high wages paid in the United States have so far been an obstacle to cheap production, and consequently to the acquisition of foreign markets; but the ingenuity of Americans has solved the problem by inventing and using machinery which, keeping the high wages for the benefit and elevation of the American wage-earner, cheapens so considerably the cost of commodities as to allow this country to compete in some wares in Europe, and even in the East, with nations which have far cheaper labor.

The name Philadelphia Commercial Museum is really a very modest one, considering the important objects that this

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institution has in view, and the large proportions that it has already attained. I am not aware that any similar institution on such a large scale as this, is in existence in any other country, not even in the Old World, where the expansion of commerce and a keen competition have made the people use every device for the promotion of international trade. It will always be to the credit of the enlightened and patriotic men who conceived the idea of founding the Museum, and who have worked for its establishment, and also to that of the city of Philadelphia, which has encouraged and so far liberally supported it, to have inaugurated so important an institution, and one which must acquire, and which is already acquiring, a national, nay, even an international, character.

I beg to be allowed to make a personal allusion referring to one of Philadelphia's foremost citizens, Dr. William Pepper, through whose instrumentality the Philadelphia Commercial Museum has been so successfully established. I do not need to praise Dr. Pepper before a Philadelphia audience to whom he is so well known, and I will only say what everybody knows here, that he is always ready to promote anything which is for the welfare of his city, his country, and humanity—as when he, at his own and his friends' expense, among whom are several public-spirited ladies, undertakes anthropological and archæological researches throughout the world for the advancement of science, which must necessarily redound to the benefit of all nationalities. The high qualities of Dr. Pepper are appreciated not only in his own country, but also in foreign lands.

The diplomatic representatives in Washington of the sister Republics of the American continent are earnestly anxious for the increase of trade with the United States—believing that in working to that end they serve the best interests of their respective countries, because the proximity of their respective markets and other obvious considerations make very desirable the increase of trade among them. They greet with keen satisfaction the inauguration of the Philadelphia Commercial Museum, which is quietly, but practically and efficiently, trying to attain that desirable end. We find no fault with our trade with

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European nations, but we earnestly desire to increase our commerce among ourselves, opening up new markets in the continent of the future.

The Pan-American Conference, which met at Washington in the autumn of 1889, established a commercial bureau from the American Republics with very much the same object as that which the Philadelphia Commercial Museum has in view. But the disproportion of the means at the disposal of the two institutions, and the fact that the Philadelphia Commercial Museum has in view commercial objects only, uninfluenced by any political bias, accounts for the different results attained by each of them. Instead of their being antagonistic to each other, they pursue the same end, and they should be adjusted in such a way that one will be the complement of the other.

For those who have faith in the increase of the commercial relations between the nations of this hemisphere, the formal inauguration of the Commercial Museum, in the presence of and with the encouragement of the enlightened and eminent statesman who now fills the high office of President of the United States, anxious for the prosperity of this great country, whose wise and patriotic words of encouragement and good-will toward his neighbors we have been glad to hear, is an event which we shall never forget, and which more than compensates us for any and all the disappointments we may have experienced in consequence of the artificial barriers and obstacles that have from time to time been put in the way of trade. The event we have assembled together to celebrate to-day shows very clearly that the certainty of such increase may be regarded as a foregone conclusion, and that, though this increase may be retarded by obstacles or hindrances placed in its way, these obstacles, being of a transitory nature, can, as I say, retard, but not prevent it.

We earnestly desire that the Philadelphia Museum, which has been inaugurated in so promising a manner, may accomplish before long all the results that it is aiming to attain, to the credit of its promoters and supporters, and to the welfare of all the nations of the Western Hemisphere, and the attainment of that end we will do all in our power to further.

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SEÑOR DON JOAQUIN BERNARDO CALVO, Minister to this country from Costa Rica.

Having on this all-important occasion been called upon to voice the sentiments of the peoples of Central America, nothing can be more gratifying to me than once again to bear testimony to the very lively interest with which every idea, every movement, calculated to strengthen the cordial relations maintained at all times with this privileged nation, is welcomed in the most beautiful region of the continent.

And yet, gentlemen, I needs must speak of Central America as though it were a far-away land, although my country, the peaceful and progressive Republic of Costa Rica, which is the southernmost Central American state, is nearer to the city of Philadelphia than California and other portions of the territory of the United States of America. And this because we are not known; and, immediate neighbors though we are, we well comprehend that in this country we appear to the majority as if we were inhabitants of the uttermost ends of the earth.

Entertaining this conviction, our countries, anxious for advancement and well-being, and thoughtfully contemplating the grandeur of the political institutions and the marvelous development of this great nation, give their earliest attention to every effort tending to facilitate means of communication, to encourage a knowledge of each other, and, in short, to bind closer commercial relations, since Nature offers us the opportunity to do so to our common advantage through the diversity of the gifts with which she has favored our soils.

To the city of Philadelphia belongs the honor of having conceived the idea and of having realized the thought, as grand as it is practical, to which it to-day hopefully devotes a great part of its energies; and it cannot be doubted, in the presence of the success we are witnessing, that the Museums inaugurated to-day will contribute powerfully toward strengthening the sentiments which look to the realization of the admirable ideal of fraternity among the nations of the continent.

As a citizen of Central America, the future emporium of the commerce and civilization of this hemisphere, I greet the

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enterprising American of the North, and, especially as a son of Costa Rica, imbued with the aspiration to secure the happiness of the people through education, peace, and labor, I cordially congratulate the very cultured city of Philadelphia for this step, undoubtedly the one best calculated to secure the realization of a fruitful combination of mutual interests and reciprocal advantage.

DR. W. P. WILSON.

The history and development of the Philadelphia Museums have been from the beginning most interesting. The Museum had its origin in the rich stores of raw products and commercial materials which had been gathered together by all nations for exhibition at the World's Columbian Exposition in Chicago in 1893.

At that time a commissioner sent by the city of Philadelphia laid the plans of the present institution before the ambassadors, ministers, and representatives of the foreign countries there exhibiting. The advantages were shown which might accrue to home and international commerce from the establishment of a commercial museum embodying an active bureau of information. The readiness with which the intelligent and far-sighted business men of Philadelphia accepted this proposal, and the sanction and aid which were accorded to its initial movement by the representatives of foreign countries, promised at once the success of the undertaking. The donations from individuals and foreign governments, and the liberal means voted and expended by the officials and citizens in charge of this work, have already, in the short period of its existence, made the collections among the largest located in any one museum, and the organization as a whole one of the most systematic and complete for the distribution of commercial information.

The organization as at present established presents:—

1. A department for the collection and exhibition of all kinds of existing raw and natural history products entering into commerce, or which, through study and investigation, may be made useful to the human family.

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2. A scientific department for collecting necessary data for the study and investigation of both old and new products, by which they are made more available for new uses.

3. A department of manufactures, in which are illustrated by samples such articles as are made in foreign countries and sold in competition with our own products in foreign markets.

4. A bureau of information, the office of which is to bring together all possible data relating to foreign commerce. It is the object of this bureau to reach out, through its agents, into all foreign countries, and bring together a mass of commercial information, which shall be carefully indexed, systematized, and given out, through proper sources, to trades organizations, manufacturers, and commercial individuals throughout this and foreign countries. The bureau of information is supported by a commercial library, which receives publications from the different departments of foreign governments, from trades organizations, and from representative industries, as also by the consular services of different countries, by publications and special reports from foreign chambers of commerce, as well as answers to well-directed inquiries sent out to appointed agents doing business outside the United States. Such material, compiled and properly arranged, forms the basis for the reports made by this bureau.

The organization and government of the Philadelphia Museum are unlike those of any of the similar institutions which have been formed in European countries. This Museum is distinguished by being the first one in America formed for the systematic study of universal commerce. It is founded, first, upon a municipal organization consisting of a board of trustees, constituted of the most reliable, large-minded, and universally known business men, appointed by the Select and Common Councils of the city of Philadelphia to serve for life. Its scope is still further enlarged by membership on its board of the Governor of the Commonwealth, the Mayor of this City, and the President of each legislative branch of this municipality. New appointments to this controlling board can only be made by recommendation of his Honor the Mayor, and the further sanction of the Councils. This insures a permanent, stable governing body. It also secures

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the perpetuation of the institution under a well-directed policy. As the power and influence which such an organization as this can command for the benefit of commerce depend upon its close and intimate relationship with the manufacturer and merchant, an Advisory Board has been organized to bring it into close touch, not only with every trading and commercial centre of the United States, but with the trade centres of all the republics on this continent. At present, over one hundred and twenty-five boards of trade and chambers of commerce in the United States, and over forty chambers of commerce in the other republics of America are represented on this Advisory Board. There are seated on this platform, looking out upon this appreciative audience, representatives from the largest and most influential trade organizations of all the Americas—representatives of this active New World, who make the commerce of this continent. These leaders of the great business interests of this active and developing Western Hemisphere are actuated and prompted by no narrow lines of limited or restricted trade. Many of them have traveled thousands of miles to attend this first and greatest international congress of business men, in order to make felt their belief in the interests of universal commerce. We have come together to arbitrate on great commercial questions of international interest.

In the building up of the Philadelphia Museums, and in the establishing of closer relations with our neighboring republics, we early discovered the great advantage and the guidance which diplomatic skill and learning could give us. Such direction and guidance have been secured to this institution by the organization of an honorary diplomatic board, through which we may come into closer relations with all our neighboring countries.

This completed organization, which binds the city, the State of Pennsylvania, and the United States to other countries, portrays the full meaning and scope of this institution. Its character is in the broadest sense international.

The work of this institution—which is less than three years old—may be summed up in a few words:—

1. The specimens of raw products which are now in the possession of the Museum number over 50,000. They are being

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studied and presented to the manufacturer. It is impossible to find an equally large exhibit of such materials either in Europe or America.

2. The samples of manufactures on exhibition, with all data as to manufacture, price, and distribution, number over 75,000. These articles are being studied and compared, and our manufacturers and merchants are already being stimulated to look out for a wider field of distribution.

3. The library contains upward of nine hundred current publications—monthly, weekly, and daily—in seventeen different languages. This material is being extensively used by outside readers, and is arranged for the service of the bureau. Our sources of information outside of these publications are numerous —private agents, individual firms, and connections established with one hundred and seventy-five boards of trade and chambers of commerce in all the important trade centres of the two continents.

Outside of this, through the courtesy of the State Department in Washington, we have been graciously privileged to use the very effective consular service of the United States, located in every commercial country of importance over the entire world.

This institution is also establishing friendly relationships, through the wise direction of the Honorary Diplomatic Board, with all the republics of America.

The broad policy of the Philadelphia Museums, outlined by the experienced and thoughtful business men who constitute its board and direct its progress, insures the continuance of its progressive usefulness.

MR. WILLIAM HARPER, Chief of the Bureau of Information.

The bureau has many sources of information from which to draw. This work begins by utilizing the material which is at hand in the library. Here we are regularly receiving large numbers of trade papers—financial, shipping, and general commercial publications coming from every quarter of the world. These publications are further supplemented by the official statistics of practically every country issuing such material; also

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by the consular reports made out, not only by consuls of the United States, but by those of all other nations. In this way the bureau has at its disposal a remarkably complete printed record of the world's commerce.

We maintain at present two distinct divisions in our library:—

The Book Division, or library proper, and

The Journal Division.

In the Book Division we have at present 6008 books and pamphlets, classified as follows:—

1. Subject Division,	3323
2. Geographical Division,	2317
Books withdrawn from library,	368
Total,	6008

The Geographical Division contains under each country only such publications as directly or indirectly bear on commerce and the general industries of that country. These publications are principally those issued by the respective governments, besides those published by chambers of commerce, boards of trade, and other commercial organizations. Thus there are at present, geographically arranged, the statistical, consular, and other reports of over fifty foreign countries, including the most important ones on each continent. It is this division which has grown most rapidly of late, and which generally gives the most important information to those visiting the institution. There is every prospect that a still more rapid development will be experienced in the near future, in this part of the library.

In the Journal Division there are at present 790 current magazines and periodicals. Within the last month alone we have received 65 new ones. These publications are received from forty-four different countries, and are issued in fourteen different languages. For most of them, our files run back to last year and the year before last.

Tradespeople, and also students of various colleges and

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universities, are availing themselves more and more of our library. There is hardly a branch of science and commerce that is not represented by a good number of standard publications. Such classes deserve special mention for their unusual increase. In shipping and commerce we had 28 papers on the roll last year. We have now 92. Under agriculture, economics, mining, engineering, and general trade, we have now on the roll of each more than double the number of last year. If our future receipts should but exceed those of last month, we shall not be far short of 2000 next year.

This mass of information is made readily available by a careful system of indexing. A large proportion of the periodicals received in the library is transmitted through an index department, where every item of possible interest is transferred to library cards. The files in the bureau are daily increased by many hundreds of such references. It is estimated that, at the present time, there are filed about 157,000 reference cards. The total number of copies of journals and other publications indexed, from January 31 to May 1 of this year, is 1387. These reference cards are filed in the bureau under a double system, according to subject and according to countries. It is therefore an easy matter to make an investigation concerning the general conditions in a given country, or to take one subject or line of commerce and follow it out through every country in the world.

It is safe to say that at the present time there is scarcely a commodity entering into commerce, scarcely an item of news of any possible interest to the business world, and scarcely a new development of importance in any country, concerning which the files of the bureau will not furnish ready reference.

These reference files are constantly in demand for the compiling of bulletins and reports of all kinds for a great number of individuals and business houses.

The printed information at hand and made available by the index files is supplemented, corroborated, and further extended by regular correspondence carried on in every important trade centre. Definite information must be obtained on an indefinite variety of subjects, and this can be done only by direct

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replies to direct inquiries. During the past year every effort has been made to build up a body of interested and reliable correspondents, and the work has been attended with satisfactory results. Communication has been had with the whole body of American consular officers in every part of the world, and the bureau is pleased to report that the interest among these officers has been active and widespread. In many cases, through their standing and local influence, they have been able to gather material and information of various kinds which could hardly have been obtained from any other source.

Connections have also been made with the consuls representing many different countries in the United States. These gentlemen, intimately acquainted with the governments and with the natural resources of their own countries, have been able to do much toward augmenting the value of the reports received by the bureau from foreign officials.

A most gratifying correspondence has been carried on with merchants and active business men in foreign countries. The bureau is now connected with a number of men who are regularly sending commercial reports and trade advices of every kind concerning the requirements of their localities. This service is willingly rendered free by business men, because they realize that in return the bureau can render them valuable service. By making themselves known to an agency of this kind, their requirements are duly brought to the attention of such business houses in the United States as they wish to make connections with. There is hardly a foreign mail which does not bring inquiries of some sort for special machinery, tools, or other article of American manufacture adapted to meet some local requirement. Foreign merchants are also showing their appreciation of this opportunity by sending, in many cases, samples of goods which they handle, in order that we may be more accurately informed concerning the requirements of their respective localities.

In connection with this individual correspondence, the Museums have established connections with regular accredited agents in a number of important trade centres. It is the duty of

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these agents to study the trade conditions of their respective districts, and to report regularly to the Museum every fact which can possibly be of use in our work. It is also a part of their duties to attend systematically to the gathering of samples of goods such as are bought or sold in their district.

Lastly, and susceptible, perhaps, to the greatest attention, are the connections of the bureau with the chambers of commerce and other commercial organizations in the United States and in foreign countries. The Advisory Board has been organized with the purpose of exercising a general supervisory interest over the work of the Museum. On the members of this board the Museum and bureau must depend for a large share of the information which they receive. It is absolutely necessary that each member should feel an active interest in the work which the bureau is carrying on, and also feel that he himself has an interest in seeing that it is carried out successfully. The organization is one which can be of the utmost value in extending international trade relations. Through the organized members of this Advisory Board the bureau feels that it can obtain a vast amount of accurate, reliable, and disinterested information. During the year, satisfactory co-operation has been received from the members which were represented at our last meeting. It is hoped that every year each new member of the board will carry with him a determination to make the usefulness of the organization known to the business firms of his particular locality in such a way as to bring them into direct and familiar correspondence with this institution.

Important are the definite reports which are regularly received on a great variety of subjects. These reports are made out on blank foms adopted by the bureau. These blanks are sent out bearing the indorsement of some article entering into commerce on which information is desired. The replies are made to the following questions:—

1. Character and variety of goods in demand in the locality for which the report is made.

2. Countries of origin, with names of manufacturers or shippers, where possible.

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3. Amount imported annually; in definite figures where possible; otherwise, in general terms.

4. Manufacturers' prices.

5. Retail prices.

6. Transportation charges; wherever possible, from principal European shipping ports, as well as from New York and other American ports.

7. Import duty.

8. How goods should be packed.

9. Names of reliable merchants handling the line of goods.

10. Field of distribution from the locality for which the report is made.

11. General remarks, such as may be necessary.

The bureau is constantly receiving reports of this kind, and it is estimated that the number now on file and ready for general use is over 2000.

In addition correspondents of the bureau are regularly sending samples of goods, and catalogues of every description, illustrative of the local requirements of their respective districts. These samples are exhibited in the Museum, duly accompanied by information concerning manufacturers' prices, places of sale, and other matters of interest. By a study of these samples, the American manufacturer may readily post himself as to the requirements of any country, and may regulate his products accordingly.

It should be noted here that in every possible instance the attempt is made to trace these samples back to the country of origin, and find out where they are actually made, and what are the conditions in the place of manufacture. This is done in order that the information given by the bureau may be further corroborated, and the accuracy thus doubled.

The utilization of the material which has been described forms a great part of the business of the bureau. It has been found that the bureau can meet a very general need on the part of business men in the country by taking up their requirements in a regular way, making special investigation suited to each case,

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and by regularly transmitting definite reports containing such information as is furnished, more, perhaps, by the replies to the questions contained in the blank forms already described.

The bureau is also making, and is prepared to make on a much more extended scale, to foreign chambers of commerce and merchants definite reports concerning the articles manufactured, exported, or imported in the United States. The bureau is prepared to render this service to every foreign chamber of commerce represented on the Advisory Board, and to every organization which may join the board in the future. Through this organization the bureau is prepared to render similar service to individual merchants or business men in other countries.

At the last meeting the general plan of operation of the bureau was approved by the Advisory Board. It was then explained that a regular system of commercial reports to business houses would involve a considerable expense for private ends. A system of membership or subscription was accordingly devised, whereby, on payment of $50 annually, any one could secure the advantages arising from a regular and complete use of the resources and facilities of the bureau.

This service was first begun in August, 1896. It was our policy at first to give this service only to those who requested it of their own accord. In this way we gained an opportunity of testing the value of the service. It has since been determined to bring the work of the bureau to the general attention of the business interests of the country in a more active way. At the present time the bureau is supplying regular service of this kind to two hundred and eighty-five members or subscribers. During the past month applications for the service have been received at an average rate of five to six daily, and we feel confident in making the statement that before August 1, 1897, when our membership year will be completed, there will be five hundred or more regular subscribers. We have with satisfaction to report that the service seems to be a generally useful one, and that its future success and development seem assured.

It was found at the very beginning of the operation of this system that many demands were made upon the bureau for

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accurate information concerning foreign business houses. We have therefore made every attempt to gather information of this kind through the system of correspondence by which our commercial reports are secured. It has been, and must always be, a policy of the bureau to avoid any attempt to ascertain the definite financial standing of foreign business houses. This is hardly within the scope of a public institution, and can more properly be carried on by an agency organized for the purpose. It has been our attempt to gather every item of information obtainable concerning the establishment of the plant of business firms. The information thus obtained is transferred to index files, and is ready for reference in the bureau.

So great an interest has been taken in this system that it has been decided to have these address cards printed, and small cabinets of a standard approved size filled with them, to be loaned to the subscribers to our bureau. The cabinets so distributed contain the cards of firms with which each of the subscribers would wish to come into direct communication. Additional cards and information are sent to holders of each cabinet, and the service is thus kept constantly up to date.

These address cabinets go into the hands of some of the most substantial concerns in the United States. The cards call attention to every interest handled by the foreign merchants. The bureau is desirous of impressing the value of this system on the foreign delegates, in order that they may make it generally known among their business acquaintances at home. We are anxious to learn everything possible about foreign merchants which they may care to have us know, and it is easier for them to send the information to us than for us to secure it for ourselves.

It should also be stated here that the bureau has under contemplation, and hopes to carry out during the coming year, a system similar to this, whereby address cards of American manufacturers and merchants may be made available in chambers of commerce, and by other means, in the principal foreign trade centres.

Since January 12, 1897, a definite record has been kept of

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the work of the bureau, and we have to present the following figures up to and including May 31:—

Inquiries answered, 364.
Personal inquiries answered, 371.
Written inquiries received, 244.
Written inquiries answered, 259.
Special reports compiled, 504.
Special reports mailed, 1093.
General reports compiled, 1.
General reports mailed to commercial organizations in the United States, 93.
General reports mailed to commercial organizations abroad, 171.
General reports mailed to firms and individuals, 189.
Index cards added to files, 66,375.
Address cards added to foreign files, 4331.
Address cards added to domestic files, 1403.
Manufacturers' jackets added to files, 2419.
Regular correspondents added to files, 172.
Special correspondents added to files, 34.
Blanks sent to United States manufacturers, 1784.
Blanks sent to foreign correspondents, 5894.
Translations, 71.
Pages translated, 81.
Copies made, 1497.
Pages of copies made, 4104.
Letters written in bureau, 21,465.

One of the most important tasks before the bureau during the coming year is to make this work more generally known abroad. It is our belief that every foreign merchant can receive direct benefit through the bureau of information, and that this benefit will be in proportion to the confidence which is placed in us. The work of the bureau and the whole Museum is disinterested. The institution can in no way enter into the buying and selling of merchandise, nor can it use information for the benefit of one firm at the expense of another. Its object is the general

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stimulation of business, and all its activities are directed that they may lead up to this end. The bureau is in a position to render double service to foreign merchants. It can inform them concerning the possibilities of introducing foreign products into the United States by co-operation with the Scientific Department of the Museum, which makes reliable tests and reports as to the value of every kind of raw product. This is done free of any expense.

In addition to this service, the bureau is in a position to give reliable information and advice concerning American industries and the possibility of adapting articles of manufacture of every kind to the special requirements of different localities. It is therefore prepared to give reports leading to the introduction of foreign products in the United States, and to a more intelligent purchase of American products and manufactures.

Every foreign chamber of commerce can be benefited by placing itself in close communication with the bureau. Such bodies will find in the bureau a practical business agency through which they can build up connections and gain accurate information of every kind. Through the Advisory Board intimate relations may be held with commercial organizations in the United States and on the American continent, and in nearly every part of the world.

It is this development of usefulness in foreign countries of the bureau to which we would especially call the attention of our foreign delegates, and in which we most earnestly request their heartiest co-operation.

DR. GUSTAV NIEDERLEIN, Chief of the Scientific Department.

The Scientific Department of the Philadelphia Museums, as it now exists, comprises the Museum proper, or the collections of economic products from all parts of the globe, and all work connected with them, such as the increasing of collections, separation and exchange of duplicates, proper installation, preparation and conservation of the exhibits, further identification, systematic, scientific, and technical descriptions and corresponding labeling, mapping and cataloguing of the products, scientific

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and technical investigations of raw material in laboratories, distribution of material for investigation to noted specialists or proper institutions and establishments, practical monographs of commercial products, compilation of useful studies and investigations made by competent men in all the countries of the world, economic investigation and systematic exploration of the resources of different countries, appointment of permanent commissions in foreign lands for information and collection of products, proper relations with other institutions and competent men for constant collaboration, augmentation of the scientific and technical library, etc.

Professor Wilson and myself decided to present the material which we both collected since the World's Fair in Chicago, from all parts of the globe, in two great sections.

These are: First, geographic displays, which show all the resources of each country by itself, and second, monographic displays, which present for comparative study products of the same kind from nearly every country of the world.

The principal geographic displays show the resources of Mexico, Guatemala, Costa Rica, Venezuela, Brazil, Uruguay, Paraguay, Argentine Republic, Chile, Japan, British India, Australia, Africa, Europe, etc.

The monographic collections consist principally of woods, tannings, dyeings, gums and resins, rubbers, gutta-percha, fibres, spices, fruits and seeds, cereals, starches and flour, sugar, oils and oil seeds, coffee, teas, cocoa, wools, hides and skins, silks and other animal products, mineral products, etc.

This immense work has been done with the help of a number of collaborators. The wools, hides, skins, and woods were in charge of Mr. George Linden, an experienced young man, who has been with us since the beginning of this institution.

The important section of fruits and seeds of all kinds was under the care of a competent expert in seeds, Mr. Joseph Gallagher.

The tannings, dyeings, gums, resins, rubbers, etc., were in the hands of Mr. Frederic Lewton, an active scholar of chemistry and botany; while the products of the mineral kingdom were cleverly installed by Mr. R. Castelline.

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The proper conservation of the Museum's collections was put in the charge of a careful man of large experience in that direction, Mr. William Marshall.

The newly installed laboratory of technology and tests has been given into the hands of Dr. Louis Matos, a noted expert in analysis and delicate technological investigations.

I had, besides, a great number of other collaborators, and I desire here to state that every one, without exception, has done his duty with great interest and enthusiasm.

For the botanical classifications I have adopted the system published in Engler and Prantl's "Natürliche Pflanzenfamilien," and the labeling is done accordingly.

In order to have a record of every sample and product, a card catalogue was made; and in order to be of special use to consumers of raw products, the greatest care is taken to collect all useful data about each one of them; also, the study of the character of foreign lands, their resources, chances, etc., has my special attention.

During my special missions in Europe and Mexico, which took the greatest part of my time, I made many agreements in England, Belgium, France, Germany, Austria, Hungary, and Mexico in regard to appropriate collaborators, monographic descriptions, special and continual information, revision and compilation of useful studies, all kinds of delicate or difficult identifications and investigations, chemical analysis and other laboratory work, etc.

In order to complete our collection, I made further arrangements for the exchange of duplicates with the directors of several museums in Berlin, the Museum of the Jardin des Plantes in Paris, Kew Garden in London, the Commercial Museum in Bremen, the Botanical and Zoological Museums in Hamburg, the Commercial Museum in Stuttgart, the Commercial Museum in Lübeck, the Commercial Museum in Antwerp, the Commercial Museum in Frankfort, the Botanical and Zoological Museum in Dresden, the Grassi Museum in Leipsic, etc., as also with the Governments of Hungary, France, Mexico, and others, and with great importing houses.

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The Museums are especially indebted to the Royal Botanical Museum in Berlin, which continually sends hundreds and thousands of samples of very valuable classified economic material from all over the world. We are also very much indebted to the Forest Academy of Eberswalde, which, by order of the Prussian Secretary of Agriculture, has made a very large collection of over sixteen hundred forest products for our Museums. We are further indebted to the directors of the past Industrial Exposition in Berlin and of the Millennial Exposition of Budapest, who aided me most successfully; further, to the director of the Imperial Austrian Commercial Museum in Vienna, who is sending us now over 13,000 products from Northern Africa, Turkey, Asia Minor, East Indies, China, and Japan, and also to the director of the Deutsches Export-Musterlager in Berlin, Dr. Jannasch, who also puts his institution at the disposal of the American manufacturers.

I wish to express here further our respectful thanks to the Secretaries of Commerce, Industry, Agriculture, Colonies, Public Instruction, Finance, and others, of the Governments of France, Germany, Austria, Hungary, Mexico, and other countries, who personally agreed with me to complete the collections of this Museum as much as possible, and to aid us in making this international institution a universal success.

For similar services, and others regarding a systematic study and exploration of the resources of the different Latin-American countries, we have also to thank the Ministers Plenipotentiary of Mexico, Costa Rica, Venezuela, Brazil, Argentine Republic, Chile, and several other countries accredited to Washington, who are members of our Honorary Diplomatic Advisory Board.

I hope that the foreign delegates will take with them the conviction that our institution will be of the highest importance to their respective countries. I hope, also, that they will aid us in getting proper men appointed in our permanent commissions, so that they may help in completing our library, in giving us all information required, and in sending us the necessary material for investigations.

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It is the earnest aim of this department to put the international commerce in raw products on a scientific basis, and to most successfully aid, with exact data, information, and investigation, international trade and industry.

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BANQUET.

WEDNESDAY, 2D JUNE.

On the evening of this day the guests of the Museums were entertained with a banquet at the Bourse building, the Manufacturers' Club of Philadelphia, also participating as hosts. The proceedings at the banquet will be found narrated on subsequent pages of this report.

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THIRD DAY.

Morning Session.

Thursday, June 3.

The Convention was called to order at 10.30 a. m. by Chairman Peabody:—

The secretary called the roll.

Members of the Advisory Board of the Philadelphia Museum, appointed by Commercial Organizations in the United States. Bangor Board of Trade, Bangor, Me.,—Henry L. Mitchell, Edward M. Blanding; Board of Trade, Manchester, N. H.,—C. H. Bartlett, H. W. Eastman; Chamber of Commerce, Boston, Mass.,—Henry W. Peabody; National Association of Wool Manufacturers, Boston, Mass.,—William H. Haile, S. N. D. North; New England Cotton Manufacturers' Association, Boston, Mass.,—C. J. H. Woodbury; Commercial Club, Brocton, Mass.,—A. Cranston Thompson, George E. Keith; Fitchburg Board of Trade, Fitchburg, Mass.,—F. Fosdick, Irving W. Colburn; Lawrence Board of Trade, Lawrence, Mass.,—F. E. Clark, Joseph Walworth; Board of Trade, Lowell Mass., —Alvin S. Lyon, Joseph L. Chalifoux; Board of Trade, Northampton, Mass.,—Charles S. Crouch; Board of Trade, Worcester, Mass.,—Charles G. Reed, Charles E. Squier; Board of Trade, Fall River, Mass.,—Arthur H. Mason, James Marshall; Board of Trade, Springfield, Mass.,—B. D. Rising, W. A. Webster; Providence Board of Trade, Providence, R. I.,—David M. Thompson, H. N. Fenner; Chamber of Commerce, New Haven, Conn.,—S. A. Galpin, George S. Bond; Meriden Board of Trade, Meriden, Conn.,—N. L. Bradley, Eli C. Birdsey; Board of Trade, Middletown, Conn.,—Gaston T. Hubbard, E. K. Hubbard, Jr.; Board of Trade, Bridgeport, Conn.,—E. N. Sperry, W. C. Bryant; Board of Trade and Transportation, New York City,—W. H. Parsons, Oscar S. Straus; United States Brewers' Association, New York City,—C. William Bergner, Louis J. Bauer; Board of Trade, Amsterdam, N.

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Y.,—John Sanford, John H. Giles; Buffalo Merchants' Exchange, Buffalo, N. Y.,—Peter B. Burtis, Frederick C. N. Lautz; Binghamton Board of Trade, Binghamton, N. Y.,—Edward F. Jones, Charles M. Dickinson; Business Men's Protective Association, Cortland, N. Y.,—Grove T. Maxson, F. D. Smith; Chamber of Commerce, Syracuse, N. Y.,—Salem Hyde, Alexander Grant; Board of Trade, Geneva, N. Y.,—M. F. Blaine, H. A. Wheat; Manufacturers' Association of Queen's and King's Counties, Brooklyn, N. Y.,—J. Adolph Mollenhauer, J. G. Dunscomb, (other names were substituted, James T. Hoyle, and William H. Leitch); The Trades League of Philadelphia, Philadelphia, Pa.,—W. W. Foulkrod, Howard B. French; Board of Trade, Philadelphia, Pa.,—William H. Jenks, John H. Graham; Philadelphia Drug Exchange, Philadelphia, Pa.,—Henry M. Rittenhouse, Wm. Gulager; Chamber of Commerce, Pittsburg, Pa.,—George H. Anderson, George A. Kelly; Harrisburg Board of Trade, Harrisburg, Pa.,—Charles S. Boll, G. M. McCauley; Board of Trade, Wilkesbarre, Pa.,—Edwin H. Jones, Cyrus Straw; The Board of Trade, Easton, Pa.,—J. Whitwood, Edwin M. Bushnell; Williamsport Board of Trade, Williamsport, Pa.,—J. B. Dubel, N. Burrows Bubb; Board of Trade, Reading, Pa.,—J. H. Sternbergh, John R. Miller; Board of Trade, Towanda, Pa.,—I. O. Blight; Shamokin Board of Trade, Shamokin, Pa.,—J. P. Helfenstein; Scranton Board of Trade, Scranton, Pa.,—W. A. May, D. B. Atherton; Lebanon Board of Trade, Lebanon, Pa.,—Charles L. Miller, Jacob E. Reinoehl; Titusville Board of Trade, Titusville, Pa.,—Samuel G. Maxwell, Erastus T. Roberts; Board of Trade, Carbondale, Pa.,—A. P. Trautwein; Uniontown Board of Trade, Uniontown, Pa.,—Charles R. Springer; Board of Trade, York, Pa.,—A. B. Farquhar; Board of Trade, Lancaster, Pa.,—W. L. Blair, S. S. Spencer; Bradford Board of Trade, Bradford, Pa.,—Lewis Emery, Jr., M. W. Wagner; Johnstown Board of Trade, Johnstown, Pa.,—N. F. Thompson, J. H. Waters; National Hardware Association of the United States, Philadelphia, Pa.,—W. W. Supplee, Charles M. Biddle; Board of Trade, Trenton, N. J.,—Ferdinand W. Roebling, John A. Campbell; Board of Trade, Newark, N.

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J.,—George B. Swain, Franklin Conklin; Board of Trade, Camden, N. J.,—Wilbur F. Rose, George W. Jessup; Board of Trade, Wilmington, Del.,—S. K. Smity, Frank H. Thomas; Carriage Builders' National Association.,—Williard F. Lane, Henry C. McLear; Board of Trade, Baltimore, Md.,—E. Stanley Gary, Daniel Miller; Merchants' and Manufacturers' Association, Baltimore, Md.,—J. Frank Supplee, T. H. MacGill; Chamber of Commerce, Baltimore, Md.,—P. H. MacGill, Blanchard Randall; Washington Board of Trade, Washington, D. C.,—S. W. Woodward, Charles J. Bell; Chamber of Commerce, Richmond, Va.,—S. Dabney Crenshaw, F. M. Whittle, Jr.; Chamber of Commerce and Industry, Raleigh, N. C.,—I. E. Pogue, W. E. Ashley; Southern Manufacturers' Club, Charlotte, N. C.,—J. L. Chambers, W. T. Jordan; Chamber of Commerce, Charleston, S. C.,—Thomas A. Maghan, James S. Murdoch; Chamber of Commerce, Atlanta, Ga.,—Stewart F. Woodson, R. B. Bullock; Georgia Association of Manufacturers, Atlanta, Ga.,—T. H. Martin, John Oliver; Commercial Club, Birmingham, Ala.,—W. J. Milner, W. B. Phillips; Board of Trade, Vicksburg, Miss.,—Louis Hoffman, A. Roads; Chamber of Commerce of Louisiana, New Orleans, La.,—A. K. Miller, Robert Bleakley, (Mr. Bleakley states that Mr. J. R. G. Fitkin takes the place of Captain Miller); Chamber of Commerce, Knoxville, Tenn.,—J. E. Willard, Thos. S. Godfrey; Chamber of Commerce, Nashville, Tenn.,—John D. Anderson, A. W. Wills; Chamber of Commerce, Chattanooga, Tenn.,—B. L. Goulding, C. D. Mitchell; Board of Trade, Louisville, Ky.,—Rowland L. Whitney, C. C. C. Mengel, Jr.; Chamber of Commerce, Cincinnati, O.,—Robert Laidlaw, A. M. Dolph; The Ohio State Board of Commerce, Cleveland, O.,—E. C. Goshorn, J. D. Cox; Chamber of Commerce, Cleveland, O.,—C. E. Adams, R. Ritchie; Chamber of Commerce, Toledo, O.,—M. A. Woolson, R. Locke; Board of Trade, Dayton, O.,—John H. Patterson, F. T. Huffman; Board of Trade, Springfield, O.,—John J. Hoppes, Edward S. Kelly; Board of Trade, Columbus, O.,—James R. Kilbourne, Joseph A. Jeffrey; Board of Trade, Massillon, O.,—James H. Hunt, C. M. Russell; Canton Board

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of Trade, Canton, O.,—Charles A. Dougherty, Charles R. Miller; Commercial Club, Richmond, Ind.,—George W. Sloan, David M. Parry; Chamber of Commerce, Detroit, Mich.,—George H. Barbour, A. A. Boutell; Merchants' and Manufacturers' Exchange, Detroit, Mich.,—Edward E. Armstrong, E. H. Nelson; Merchants' and Manufacturers' Association, Milwaukee, Wis., —Julius Goldschmidt, F. W. Sivyer; The Millers' National Association of the United States, Milwaukee, Wis.,—Frank Barry; La Crosse Board of Trade, La Crosse, Wis.,—J. S. Medary, J. J. Hogan; National Wholesale Druggists' Association, Minneapolis Minn.,—Eben C. Jayne, E. H. Hance; Minneapolis Board of Trade, Minneapolis, Minn.,—A. L. Crocker, J. T. Hemphill; Chamber of Commerce, Duluth, Minn.,—T. W. Hugo, E. R. Brace; Chamber of Commerce, St. Paul, Minn.,—E. W. Peet, C. W. Hackett; American Boiler Manufacturers' Association, St. Louis, Mo.,—H. J. Hartley, Richard Hammond, E. D. Meyer; The Lumbermen's Exchange of St. Louis, St. Louis, Mo.,—F. H. Smith, J. H. Johanning; The Commercial Club of Topeka, Topeka, Kan.,—Thomas Ryan, A. B. Hulit; Little Rock Board of Trade, Little Rock, Ark.,—Maxwell Coffin, Gus Blass; The Galveston Chamber of Commerce, Galveston, Tex.,—George M. Courts, George E. Mann; Chamber of Commerce, Denver, Colo.,—Granville Malcom; California State Board of Trade, San Francisco, Cal.,—J. H. Filcher, Mark L. McDonald; Chamber of Commerce, Tacoma, Wash.,—C. P. Masterson, G. L. Holmes; The Seattle Chamber of Commerce, Seattle, Wash.,—A. M. Brookes, James Goldsmith.

Members of the Advisory Board of the Philadelphia Museum, appointed by Commercial Organizations or Governments in foreign countries.

Mexican National Government,—Fernando Ferrari-Perez, Mexico City; State of Chiapas, Mexico,—Emilio Rabasa; State of Puebla, Mexico,—Emilio Alvarez; State of Queretaro, Mexico,—Santiago R. Jimeno, Queretaro; State of Hidalgo, Mexico, —Francisco Rule, Pachuca; Government of Tlaxcala, Mexico,—Ignacio Carranza, Tlaxcala; Mexican Mercantile Confederation, City of Mexico,—Luis G. Lavie, Julio Limantour, Jose Algarra;

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Mexican Agricultural Society, City of Mexico,—Pedro M. Gorozpe, Octavio del Conde, Jose Andrade, Jesus de Icaza, Jose Pastor; Chamber of Commerce, Mexico City,—Everardo Hegewisch, S. Sauto, Ramiro Trueba, Ricardo Honey, Leon Signoret, Manuel Cabbalero, Carlos Poniatowski, S. Wolf, A. Hackmack, Jorge Baniff, H. L. Wiechers, Emilio Elcoro, E. Grauert; Chamber of Commerce, Vera Cruz, Mexico,—Jose Miron, Francisco Rendon, Francisco Javier Muñoz; Chamber of Commerce, Jalapa, Mexico,—Francisco de P. Cesar, Manuel Gutherrez, Eduardo Donde; Chamber of Commerce, Orizaba, Mexico,—Angel Vivanco, Ricardo Segura; Chamber of Commerce, Puebla, Mexico,—Antonio Couttolene, Augustin Mora, Carlos Martinez, Leopoldo Gavito; Chamber of Commerce, Oaxaca, Mexico,—Francisco Barriga, Jose Zorilla; Chamber of Commerce, Guadalajara, Mexico,—Justo Fernandez del Valle, Federico Kunhardt; Chamber of Commerce, Guanahuato, Mexico,—Ramon Alcazar; Chamber of Commerce, Aguas Calientes, Mexico,—Antonio Morfin Vargas, Edmundo T. Aguilar; Chamber of Commerce, Zacatecas, Mexico,—Francisco Camacho; Chamber of Commerce, Chihuahua, Mexico,—Enrique C. Creel, Jose Maria Sanches, Juan Terrazas, Otto Sartorius; Chamber of Commerce, San Luis Potosi, Mexico,—Eduardo Meade; Javier Espinosa y Cuevas; Chamber of Commerce, Monterey, Mexico,—Francisco Belden, J. A. Robertson, Adolfo Zambrano, Antonio Hernandez; Chamber of Commerce, Tampico, Mexico,—Felipe Gonzales; Chamber of Commerce, Tustla Gutierrez, Chiapas, Mexico—Jose Mora; Chamber of Commerce, Merida, Mexico,—Rodulfo Canton; Chamber of Commerce, Durango, Mexico,—Luis Gurza, Francisco Asunsola, Julio Bracho; Republic of Guatemala,—Carlos F. Irigoyen, City of Guatemala, Antonio de Aguirre, City of Guatemala; Republic of Honduras,—Jeronimo Zelaya, City of Tegucigalpa; Republic of Costa Rica,—Roberto Hernandez, City of San Jose, Alejandro Canton, City of San Jose, Mauro Fernandez, City of San Jose; Republic of Nicaragua,—Adan Cardenas, City of Managua; Republic of San Salvador, Miguel Lagos, City of San Salvador, Federico Mejia, City of San Salvador; Chamber of Commerce, Caracas, Venezuela,—J. E.

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Linares, J. Padron-Uztariz; Chamber of Commerce, Panama, Colombia,—J. N. Recuero, Felix Ehrman, Gerardo Lewis; Chamber of Commerce, Lima, Peru,—Luis N. Bryce, Federico Gildemeister, German Loredo, J. A. de Lavalle, Ernesto F. Ayulo, Mariano I. Prado y Ugarteche, Alejandro Garland, J. A. Miro Quezada, C. Alvarez Calderon; Sociedad de Fomento Fabril de Santiago, Santiago, Chile,—Julio Perez Canto, Carlos Rogers; Union Industrial, Buenos Ayres, Argentina,—Jacobo Peuser, Francisco Segui, Ventura M. Campos, Carlos Lix-Klett; Associacion Rural, Buenos Ayres, Argentina,—The President, the Secretary; Centro Comercial, Rosario, Argentina,—The President, the Secretary; Chamber of Commerce, Montevideo, Uruguay,—B. Lorenzo Hill, Thomas B. Howard; Chamber of Commerce, San Paulo, Brazil,—The President, the Secretary; The Commercial Association of Rio de Janeiro, Brazil,—Arthur S. Hitchings, Fernando Mendes, Honorio Ribiero; Society of Engineers, Rio de Janeiro, Brazil,—Cordeiro da Graça; the State of Rio Grande do Sul, Brazil,—F. de P. Chaves Campello; Chamber of Commerce, Para, Brazil,—The President, the Secretary; Chamber of Commerce, Georgetown, Demerara, British Guiana,—Arthur Weber, C. G. A. Wyatt.

MR. MITCHELL, of Tennessee, moved, and it was so ordered, that the chairman appoint two members from this body, with himself as chairman, to nominate three committees,—on Resolutions, on Work to be Accomplished, and on Nominations. Mr. Mitchell and the Secretary, Mr. Harper, were appointed to serve with the Chair, who also gave notice that any delegate or member of the Advisory Board who has failed to receive a card of invitation to the reception at the Art Club this evening could obtain the same by applying at the desk.

DR. WILSON.

I have a suggestion to offer. Wishing to have in this convention a complete expression from every delegation of each republic represented here, and feeling also that it is really the object of this convention to stimulate and increase trade between

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our respective republics, I want to ask each delegate if he be willing to consider himself a member of a committee at a later date, to report what are the conditions which will stimulate and increase the commerce between his republic and the United States?

THE PRESIDENT.

There are a number of friends and of our members who have kindly consented to address us, and we will first listen to Cordeiro da Graça, a delegate of the Society of Engineers, Rio de Janeiro, Brazil.

SENHOR CORDEIRO DA GRAÇA.

Gentlemen:—I cannot talk about commerce, or navigation, or transportation, because the time is so very short, and I do not want to occupy it unduly. But I would wish to read here what I could not read yesterday at the banquet. That is all I will do to-day; but later on I will report about commerce and transportation, and about the business which may be done with my country.

The letter was as follows:—

Mr. President and Gentlemen:—This is the third time I have had the honor to represent my government in this great republic, where I come for the eighth time in my life, and each time I see further evidence of the immense progress which you are making.

At the celebration of your Centennial in 1876, I had the honor to be one of the officers of a war vessel specially sent here by my government to salute the United States; and the head of my nation—then the Emperor Don Pedro—when he arrived in your country heard these words, which one of your greatest orators addressed to him, "You do not come here to admire our scientific and industrial development, or to admire the cities, or the railroads, or the works of our great exposition, because you have traveled everywhere and you are a man of the world, a great and intelligent man—but you came here to admire something which you cannot see elsewhere in the entire world, and

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that is fifty millions of sovereigns." I have not forgotten these words, because to-day I do not come here to admire your great country, or your eighty millions of sovereigns. No, we have now sixteen millions of sovereigns in my own country, and I am proud to repeat that we have endeavored to imitate this great country, in adopting your constitution and in seeking by every means to imitate the manner in which you have so greatly developed; and I can truly say that we contribute the very latest star to the great American constellation of which the United States is the Alpha. What I came here to admire to-day, after having served as one of the Brazilian commissioners at the Chicago Exposition in 1893, is the very great conquest which you have made on this occasion. While Europe is armed to the teeth, spending millions, sending soldiers to Africa, and all this only to acquire new colonies, this great country, in a way which makes civilization creditable, makes the same conquest by promoting peace, receiving us here as guests, rendering the interchange of commerce of real and practical value by means of friendship.

Yes, Mr. President, you have the glory of doing all this to close your administration at the end of this century, and to open the new century with a golden key. May Providence always illumine you with wisdom, and may His blessings always be spread over this great country—over the entire America. In order that the great conquest of peace may be realized at the end of this century, I sincerely hope, Mr. President, that your government will endeavor to develop, by means of congressional action, a system of navigation between our countries, a feature which in the past years has been so sadly neglected, and for which everything is ready in both countries except the practical means to carry it out. In fact, I may say that the people in both of our great countries are suffering for the want of that practical means of navigation which is to connect them, and which only needs active legislation to institute it.

It is my intention to speak of this later on and to propose a plan for the establishment of an International Banking System between your great country and ours, which will enable us to do business with each other without being compelled to pay a com-

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mission to England, as is the case at present. I have plans by which this Banking System can easily be made practicable, and mutually profitable, and it would be very wrong indeed if we were not able to carry them out. The very greatest financiers have assured me that an immense business can be done in a direct way between our two countries, and I already can assure you that some of the most solid banking houses of both countries are ready to go into the American-Brazilian International Company.

I will say one more word before closing my speech. I have to say to the Chairman, and Dr. Wilson, and the Board of Directors, that from the Engineers' Club of Brazil you may be sure that the Museum of Philadelphia will have all the information it can give. You can address the club and ask for anything that you need, because I am authorized by them to say so. I have also the pleasure to deliver to this association my best wishes for the furtherance of its designs, and to present them from my government, a rare publication, very difficult to obtain.

PROFESSOR WILSON.

I want to say with reference to this gift, which the Captain has been so kind and so considerate as to present from his government—a Flora Brasiliensis—that the institution has been seeking for the last year to get a complete copy. It is a publication that can only be obtained through the death of some eminent scholar in Europe, and his library thus coming to public sale. It is a work which has been in process of publication for the last forty years. The price of the Flora of Brazil in South America is something like $1200, and it is so rare that it is well-nigh impossible to get it.

THE PRESIDENT.

We will hear something on the commerce of Mexico from the delegate from the Chamber of Commerce in the capital of that country.—Mr. Hegewisch.

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SEÑOR EVERARDO HEGEWISCH.

Mr. Chairman and Gentlemen:—It is really gratifying to consider that, while in the Old Continent the greater part of the intellectual and material efforts of the official circles, as well as of those of private character, are wasted on war-studies and the discovery of machines to destroy human life, a group of men of all the American nations meets here to deliberate on the best methods of increasing the wealth of their respective countries by means of commercial relations, thus developing the greatest welfare of this gifted continent, and creating at the same time ties of mutual esteem and friendship.

Actuated by the desires which I am perfectly aware are those of all the delegates here present, I have accepted without hesitation the representation of the Chamber of Commerce of Mexico, notwithstanding the knowledge of my inability duly to fill such an important position.

Our principal object in meeting here, in regard to the commercial relations between the United States and Mexico, is to study what are the best methods to increase the exports and imports of both countries.

Allow me to submit in general terms my opinion on this subject, it being the result of an experience of over twenty years in commercial relations with this country.

There is no doubt that American industries in many branches at the present time occupy the first place in Mexico, but, nevertheless they have to sustain a great struggle with similar European ones.

This does not come of lack of knowledge on the part of American manufacturers as to how to transact business. I have known numbers of them, and can say that I have found them to be intelligent business men. But it comes of their ignorance of the habits and laws of Mexico and the little confidence they put in Mexican mercantile honor.

The European manufacturer is always ready to supply goods as they are asked for; he constantly studies the changes and modifications that are to be made in his products so as to please his customers, and without hesitation goes to expense to increase the consumption of his commodity.

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The knowledge of Mexican relations being traditional in Europe, the German, English, French and Spanish manufacturers sell their productions on long terms—a condition requisite in my country to the sale of goods.

Mexican commerce, by its special condition, offers undoubtedly all kinds of guarantee. Banking transactions, as they exist in this country, are entirely unknown in Mexico and will be for many years to come. In this country the smallest retailer transacts all his business of credit through the bank; and the bank, with essentially impersonal character, is inexorable, and naturally, without any consideration, enforces its trust and declares bankrupt an individual who, perhaps with some respite, would have paid his obligation and followed his business. In Mexico, in general, deals are made quite differently. The vender keeps in his safe the promissory notes for sales on time, and when due and not paid, if, through his investigations he finds the creditor good, he waits for another small time agreed upon. In most cases the note is covered, preventing thus a failure which would have been inevitable if the collection was made through a bank.

I must observe that this lack of punctuality in mercantile engagements is not a cause of many fraudulent failures in Mexico. As in any commercial centre, we have, unhappily, from time to time such failures, but then our laws, as strict on the subject as those of other countries, protect the creditors and justly punish the offender.

The European merchants and manufacturers, who are perfectly posted on this subject, follow in their transactions with their Mexican customers the same practice, and I do not think that they suffer more than our local commercial bodies.

These customs, which undoubtedly are in some cases injurious and in others productive of good results, are unknown or less understood by the men of American commerce and industry.

Your manufacturers until now, due perhaps to the prosperous state of American industry in general for local consumption, have not paid the necessary attention to the modifications

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of their products for the Mexican trade, and still less have they studied the habits and laws of Mexico on the subject. If the American manufacturers wish to extend their exportations to Mexico, let them study the kind of goods consumed, modify their system for that country and give to the customers the advantages to be obtained by them in the European markets. There is no doubt whatsoever that, following this conduct, the excellent American manufactures will be preferred in Mexico, and will compete advantageously with European industry.

In their Mexican transactions European business-men generally give from six to nine months' credit; and the Mexican purchasers generally pay from seven per cent to twelve per cent. interest on the common account between the seller and the buyer. There is no case in Mexico in which a purchase is made for cash, as is your custom here. As I said, there are banks in which drafts and notes may be collected here, but in Mexico we do not have them. All payments are made only through, or direct from, the buyer to the vender.

In regard to the importations from Mexico, I have very little to say.

Our manufacturers, although prosperous, cannot yet consider exportation of their products to the United States because all of them are manufactured here. The only exports from Mexico to the United States are therefore in the line of agricultural products from the tropical regions, minerals, and cattle.

To demonstrate the importance of trade with Mexico to-day you will permit me to give you a few graphic figures:—

The National Bank, with a paid-up capital of $8,000,000, has paid during the last ten years an average dividend of 14¾ per cent. per annum, having to-day as reserve fund, $5,500,000.

The number of tons of goods carried by our different railways, were, ten years ago, 1,100,000 tons as against 4,500,000 tons last year.

THE PRESIDENT.

We will now hear regarding the resources and commerce of Uruguay from Prudencio de Murguiondo, Consul-General for the Republic of Uruguay.

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CONSUL-GENERAL DE MURGUIONDO.

Mr. Chairman and Gentlemen of this Convention:—It gives me pleasure to meet the delegates of the South American countries at this convention, as well as those of the United States; for in meetings of a commercial character like this, the foreign delegates meet the representative men of this great Republic, who, you see, are willing to enter into business relations with us, and, while showing us the hospitality of this great city with unstinted kindness and good will, are to become acquainted with our commercial needs, that the interchange of products may follow between our countries.

In speaking for Uruguay, as its representative in the United States, I believe I voice the feeling of all my South American colleagues at this convention.

And in coming before you and giving you reasons and figures to prove the injustice that a prohibitory tariff would be to us—restricting commerce between Uruguay and the United States and forcing us to seek other markets for our products—I feel it my duty to present to you plainly the matter that fetters us and causes our commercial inactivity with the United States.

I will here say that the figures I give prove that the cause of the low prices of our products, and of those of the United States—I speak of wool—has not been the placing of that product on the free list. The representatives of South America stretch out their hands to you of the United States, asking that they be permitted to trade with you by an exchange of products; and we feel that the efforts of this great institution—The Philadelphia Museums—to open up commercial relations with us will be futile to a great extent, and entirely prohibited as far as Uruguay is concerned, if a tariff bill, such as is proposed, is passed by the Honorable Congress of the United States. Our hearts go out to this great Republic as our friend, but when you close the door of commercial intercourse in our faces, what can we do? Our export products to the United States are wool, hides, skins, hair, etc., and I ask you, gentlemen of the convention, your opinion as to how a heavy tariff would affect that trade? Would it be prohibitory?

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The following figures have been taken from the reports made to me by the consuls of Uruguay in the United States under my jurisdiction, and can be relied upon to be correct:—

The value of the wool exported to the United States from Uruguay, during 1895, was	$1,184,915
During 1896	327,809
A decrease for 1896 of	$857,106

Of the $327,809 worth imported in 1896, $323,956 arrived prior to July 1, and from the 1st of July to the 31st of December the importations only reached a value of $385,300.

During the last months of 1895, 1000 bales of wool were reshipped from the United States to Uruguay, and 1000 bales more in the first months of 1896 were sent to England and Europe, having a value of $335,000 without adding charges; this amount exceeds the value of the importations for the entire year of 1896.

These reshipments were made because the manufacturers of woolen goods in the United States had no use for the wool—over seventy-five per cent. of their mills being closed.

This state of affairs caused the decline in prices of domestic and foreign wool, and enforced the reshipment of the foreign to other markets.

Free wool is certainly not to blame for this. By reference to the United States Treasury reports, you will find the cause, not only for the closing of the bulk of the woolen mills in the United States and the forcing of thousands of people out of work, but for the continued inactivity in this important branch of trade, to be solely and entirely the unprecedented importation of goods into which wool enters, and it still continues. These goods are offered in the markets of the United States at lower prices than the manufacturers of the States could make

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like goods for and live. Enforced exports are being, and have been made of like goods, to reap the advantage that an increased duty would give them through the proposed new tariff. Would a duty on wool help the manufacturers in the United States under this state of things?

If the duty on wool were placed, say at eleven cents per pound, and an equal advance on the duty of manufactured goods imported, would that help the manufacturers and give work to the unemployed multitude as soon as the bill was passed? Most certainly not.

The importations of woolen goods that were either undervalued at the ports of export abroad, or entered at too low a duty by them, has been the cause of this abnormal state of things. Were it not for these importations of woolen goods, wool, both domestic and foreign, would be in demand at fair prices in the United States; the wool growers would not have to complain; and the mills would be all at work.

I have no information at hand, upon which to base a calculation, as to the result of the imports made from other South American countries for 1896, but I take it that their trade has experienced like results.

If wool is not to be admitted duty free into the United States from Uruguay, I would deem it my duty to protest in the name of my government against the specific duty that the "Dingley Bill," now before the Congress of the United States, proposes to place on wool imported from Uruguay, as such a duty would discriminate unfairly against us.

Although there may be objections to an *ad valorem* duty, whatever may be urged against it, it appears from the following comparative figures as to value and yield of a pound of wool to be the only just one, as it does away with all classification, and taxes all grades in the same proportion, and would be free from any imputation of unfairness or discrimination as between wool-growing countries.

The following table shows the shrinkage of various wools of Class I—such as are imported into the United States—recognized in London, and the tax or duty upon each scoured pound

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of wool under a general specific duty of eleven cents per pound in "grease" (as it is termed):—

			Shrinkage. Per cent.	Duty per scoured pound of wool.
Port Philip, unwashed,		superior	52	0.22\frac{98}{100}$
	"	average	56	25
Adelaide,	"	superior	56	25
	"	average	62	29
New Zealand,	"	superior	53	23$\frac{49}{100}$
	"	average	57	25$\frac{88}{100}$
Cape,	"	average	67	33$\frac{88}{100}$
Argentina,	"	superior	63	29$\frac{78}{100}$
	"	average	67	33$\frac{8}{100}$
Uruguay,	"	superior	59	26$\frac{88}{100}$
	"	average	61	28$\frac{80}{100}$

This would give wool from Port Philip, for superior, an average over

Adelaide, of	0.02\frac{08}{100}$	cents per	pound.
New Zealand, of	00$\frac{48}{100}$	"	"
Cape, of	11$\frac{41}{100}$	"	"
Argentina, of	06$\frac{81}{100}$	"	"
Uruguay, of	03$\frac{91}{100}$	"	"

It is clearly seen that a specific duty is a discriminating duty against cheap and low yielding wools, resulting practically in prohibition, which not only debars the manufacturer of woolen goods in the United States from using South American and Cape wools, as they have done in former years, but also serves to retard the development of trade with friendly nations, and is far from being "Reciprocity."

A specific duty upon the scoured pound of wool, based upon the estimated shrinkage of greasy and seedy wools, would be an approach to equality; though the inferior grades would still be unfairly taxed if the duty rate were the same for all. For instance, the best scoured Argentine would be worth about ten per cent. less than Australian, and yet as shown above it is to be taxed nineteen per cent. higher than the average Port Philip.

The Australian and New Zealand wools are naturally cleaner than the wools from Uruguay and South America. The sheep in the former countries have cleaner pastures, and the wool is less seedy and greasy. This accounts for the difference in

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weight after scouring. Even if wool costing six pence should be made to pay a duty of six cents per pound and those that cost ten pence, ten cents per pound, this would give practically a duty of fifty per cent ad valorem—much better than a specific duty. We simply ask to be put on the same footing as other nations, asking that the "most favored nation" clause be extended to us; in other words, extend us equal rights.

Learning that it is proposed to put a duty also on hides, I beg to call your attention most respectfully to the following facts. Since hides and skins have been on the free list the importations of leather goods into the United States have materially decreased year by year since 1871, and the exportations of leather and shoes and goods into which leather enters have very materially increased. The export trade in shoes, belting, leather, etc., etc., has reached over $20,000,000 *per annum*, giving employment to about 110,000 workmen. A great amount of these manufactures are exported to South America and the trade reports will bear me out in these figures given above.

The imports during this year, 1897, in anticipation of the passage of the Dingley tariff bill, are much larger than the imports of 1890 for the same period, before the McKinley bill was passed.

The value of dry goods imported during the month of April, 1897, at New York alone, was $13,761,201, against receipts in April, 1896, of $8,500,700, showing an increase of $5,260,501.

The imports to the 15th of May, 1897, reached a value of $12,209,686, against $4,345,592 for the corresponding period of 1896, showing a difference of $7,864,094, an increase of importation in one and a half months of $13,124,595, into which wool mostly entered.

The imports of wool not direct from the producing countries during April 1896, of foreign and colonial wool shipped from England to the United States, was 2,705,000 pounds. Last April, 1897, 50,391,000 pounds were shipped, showing an extraordinary increase of 47,686,000 pounds.

Of British and Irish wools, 405,000 pounds were shipped during April, 1896, against 5,844,000 pounds in April, 1897, an increase of 5,439,000 pounds.

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I beg most respectfully to call the attention of manufacturers of woolen goods, as also of growers of this staple, to the figures that I give above, which cannot be contradicted.

How long will it be before the home wool grower will be called upon to supply the manufacturer? How long will the manufacturers of woolen goods in the United States have to wait before they reap the benefit of the proposed tariff bill, while the importations continue, since May 15, in such proportion?

The steamer Servia, of the Cunard Line, will leave Liverpool on the 21st of June instead of the 22d—her regular day—so as to reach New York before the proposed tariff bill takes effect, adding millions to the imports already made and being made from all parts of England and Europe, the values of which I cannot now give, but taking a corresponding increase, we can imagine what they will be.

To my mind there is nothing that enterprise has started in the United States as useful as this Commercial Museum of Philadelphia, and the citizens of this great city should be justly proud of its establishment. There is no telling how far reaching will be its influence. It brings people of all nations to see what we are, and tends to strengthen friendship and mutual commercial relations, and to the live citizens of Philadelphia, with its Mayor at its head, and the representatives of the Museums, all and great honor is due from us.

I therefore beg, on the part of Uruguay, that a unanimous vote of thanks be given by the foreign delegates to this convention, to the president, directors and managers of this great enterprise, for their hospitality and courtesy, and also to the managers of the different telegraph and telephone companies who have so generously put their services gratuitously at our command. In closing, I beg to say that the Philadelphia Museums owe much of their success to the indefatigable energy and good judgment of Dr. Wilson, its Director, whom I saw hard at work in Chicago in 1893, when I was president of the Uruguay Commission at the World's Columbian Exposition, which gave the Museum the first products of our South American countries.

It is with regret that I state that I cannot accompany my

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fellow delegates in the tour that is proposed to be given them through the hospitality of the representative men of the cities that they are to visit as guests of the Museum, as my duties as delegate to the Universal Postal Convention at Washington prevent. That God may speed you in your pleasure journeys, and that you may reach your respective homes in safety and health, is the hearty prayer of your colleague from Uruguay.

MR. MITCHELL.

I would like to know whether any measures have been taken to make this information public or to reach a vote in this Association? I would inquire whether this matter has been placed before any member of the United States Senate?

CONSUL-GENERAL DE MURGUIONDO.

No, sir. That can be reached now by action of this association. This convention having met, I thought it my duty to present to them this paper, so that they might in some degree understand this thing against which the protest is made, and the facts might be given to the press, and in that way reach the people. It has taken me about six months to prepare this paper. There is not a figure in the paper that has not been taken from an official source, and I have duplicates in Philadelphia from which data can be taken. Some of it is from the State Department and part of it from the reports of consuls—which is the most important—and part from my own trade. So I assure you that it cannot be questioned. We do not want to be excluded. We want to establish commercial relations with you.

THE PRESIDENT.

The Consul-General moved a vote of thanks to several of our benefactors. What he speaks of in the matter of wool is so, of course, and it has always been so that our specific duty on wool bears most heavily, and rules out frequently the heavy shrinkage wools. I would like it to be understood that one of our delegates is closely connected with wool interests—

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Mr. S. M. B. North, of Boston, the secretary of the Wool Manufacturers' Association. He is in Washington attending to this wool matter and I think that our members should make a colleague of him so that he would be able to come in touch with the great interest connected with the wool tariff.

THE PRESIDENT.

We will now be addressed by Don Frederico Kunhardt, a delegate from the Chamber of Commerce, Guadalajara, Mexico, who will speak on Mexican banking and trade.

SEÑOR DON FREDERICO KUNHARDT.

Mr. President and Gentlemen:—Twenty years ago trade was laboring under great difficulties in our country through want of banks. Regarding coin there was great disorder. New Mexican dollars being exported immediately after coinage—as they are now also—very few of them remained in circulation; there being for this purpose several other kind of dollars; Spanish ones of this and the foregoing century; those of the times of colonial domination called "provisionales;" those named "balanzas" of Mexican coinage, which have been rejected by the Asiatic market on account of their low standard. Payments of every amount used to be made in small coin of different issues; Mexican and genuine Spanish coins of 4, 2, 1, ½ and ¼ real (one real being the ⅛ part of a dollar) mingled with 5 and 10 cent pieces then beginning to be put into circulation. Most of these coins were worn out, so that in many cases their value was only recognizable by their size. Several hours were needed to count a couple of thousands of dollars. In some States in the north there existed also a copper currency with a difference of eight per cent. against silver. The common rate of interest and discount used to be one or two per cent. per month or more, usury finding easily the way to higher rates.

Domestic Exchange had also high rates. For instance, the premium between Guadalajara and Mexico City, the centre of all business, was no less than 5 per cent.

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The cost of remittance of silver from one city to the other was the basis of that exchange rate. The conveyance of coin and bullion used to be made twice or three times a year from all places of the interior where there was a mint to the metropolis on cars with respectable guards of soldiers, and from Mexico City to Vera Cruz to be exported. From Guadalajara remittances were also made through the seaport of Manzanillo on the west coast, *via* Panama. This currency was consigned in every case to the London market. Each consignment leaving Guadalajara amounted to about half a million of dollars. The cost of these remittances, including packing, insurance, freight, etc., used to be from two to three per cent. to Mexico, and eight per cent. on board.

After the consolidation and the declaration of peace, and when railroads commenced to be constructed in our country, the foundation of banks to meet the necessities of new enterprises grew urgent. As these necessities of the world have been founded on a basis of reciprocal aid to their governments, the National Bank of Mexico was consequently created with a very favorable charter, containing almost a monopoly regarding the issue of bank-notes against an account current of about six millions granted to the treasury at the reciprocally low rate of interest of six per cent. per year. The National Bank's capital is twenty millions of dollars of which ten millions have been traded in. Notes are of 1, 2, 5, 20, 50, 100, 500 and 1000 dollars. It has an exemption from taxation for fifty years. Its issue privilege is for three times its cash. A great source of revenue for this bank is to have secured all government business and payments are made through it for treasury collections in the country and outside. One of its last balances shows: cash, thirty millions; circulation, twenty-two; notes discounted, sixteen millions; discount rate, 6 to 7 per cent. Last annual dividend raised to 18 per cent.

Mexico's second institution of credit is the London and Mexico Bank, founded in 1889, also in Mexico City, with a capital of three millions, increased last year to ten millions, already all paid up. Its notes are of the same value as those of

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the National Bank and it has equal exemption from taxation; its issue must not exceed twice its cash; present cash, about ten millions; circulation, eleven millions; bills discounted, eleven millions; discount rate, from 6 to 7 per cent. Its dividends have been as high as 12 to 14 per cent per year.

Both the Mexican National Bank and the London and Mexico Bank have their own notes; they have established branches in the principal cities of the country, and their notes, together with the decimal point system now thoroughly introduced, offer a system of easy circulation of coin. The rates of discount that have been in use have been lowered almost all over the country where there are railroads. The rate of discount is between 6 and 7 per cent.

There is also a mortgage bank established in the City of Mexico with a capital of five millions, issued shares amounting to three and a half millions; loaned on mortgage, $2,600,000; mortgage bonds outstanding, $2,400,000.

Besides, the States of Durango, Nuevo Leon, Chihuahua and Yucatan have meanwhile also established their own State Banks, exporting with good results; and in April a charter was granted for the establishment of a bank of commerce in the State of Mexico, starting with a capital of two millions and being entitled to issue notes for six millions.

As per the latest edition of the recently issued federal law on banks, a statement of banking finances has been published showing the circulation of bank notes in the Republic of Mexico, in round figures, as follows:—

National Bank of Mexico	$22,000,000
London and Mexico Bank	12,000,000
Mortgage Bank	2,500,000
Chihuahua State Bank	200,000
Nuevo Leon	1,200,000
Durango	500,000
Bank of Yucatan	1,000,000
Mercantile Bank of Yucatan	1,000,000
Chihuahua Mining Bank	1,250,000
Making a total of	$41,650,000

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The cash in these banks is as follows:—

National Bank	$30,000,000
London and Mexican Bank	16,000,000
Chihuahua State Bank	500,000
Bank of Yucatan	700,000
Durango	300,000
Mercantile Bank of Yucatan	850,000
Chihuahua Mining Bank	650,000
Nuevo Leon	500,000
Mortgage Bank	800,000
Being a total of	$50,300,000

The notes of the State Banks are confined in their circulation to their own State and their near neighborhood.

Although our country has been improving in every respect, agriculture, industry and mining have so far found no liberal assistance in the existing banks of issue, they being unable to make loans for a term exceeding six months. Mortgage and promotion banks are what we want, loaning at a rate of interest no greater than six per cent. per year. There is beginning to appear in Mexico a great deal of overflowing capital, as the millions received in payment for our increasing exportations have not enriched single speculators or trusts, but have been widely distributed by grand and small farmers in rustic improvements; and thus put into circulation, it has brought new energies into trade and made a rarity of formerly frequent bankruptcies. By the increase of duly distributed capital real estate has risen in price; many improvements are undertaken; industry also it protected against foreign competition by the high rate of exchange; and there are plenty of new enterprises in sight promising further progress.

Opposed to these general facilities we have to state the invincible reluctance of our people to invest in new business, and chiefly in association by shares, founded mainly on the general mistrust still surviving the troublesome days of domestic wars, and also on some instances of unsuccessful associations. Therefore a large amount of small capital lies unprofitable, while min-

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ing, industry and agriculture urgently want the means for their further development.

In our State, for instance the State of Jalisco, a recently established bank (we have there the branches of both the City of Mexico's banks), would not be able to pay the splendid dividend paid so far by these Mexico and London banks; but the investment would turn out to be a very profitable one in a few years, when new channels for business shall be opened by the not distant building of railroads to the interior of our State, where an immense return awaits their development. Although I have exceeded the time granted to me, I shall not finish without expressing to the Philadelphia Museum and to the city of Philadelphia, in the name of the Bank of Commerce of Guadalajara, whose representative I am, my deepest feelings of gratitude for their splendid and liberal hospitality.

THE PRESIDENT.

The next speaker who has been invited to address us is the delegate from the Chamber of Commerce in Monterey, Mexico, Mr. J. A. Robertson.

MR. J. A. ROBERTSON, Monterey, Mexico.

Mr. Chairman and Gentlemen:—I enjoy the honorable distinction of being the only American representative of a foreign government on this floor. I esteem it personally a very high mark of honor. I have learned since I came what was the object, the scope, and above all, the magnificent desire of this institution. It has for its object the welding together of a family of peoples, or, as has been said to you, a single nation subdivided by mere geographical distinctions. It was generously said by Dr. Pepper, and I think one or two other gentlemen, that there was nothing selfish in the objects and purposes of this association. I believe that; but an undercurrent of American interests seems to me to be flowing steadily along. I feel that we are Americans treating of subjects vitally important to ourselves, and contemplating a heritage for our children in the development of a great part of the habitable globe.

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Now, gentlemen, there are representatives here from the various republics to the south of the Rio Grande. They are bent upon the honorable representation of the interests of the Museum, but they are particularly bent upon the best representation of their respective countries, and I have the honor, gentlemen, to have the same interest in relation to my representation of the Republic of Mexico. I have scanned these cards (referring to the cards of tables of the products of the different republics placed upon the walls of the room). A vast amount of extremely valuable information is collected here, and I notice that Her Majesty's United Kingdom contributes to a degree in excess of any other nation on the earth, in the various commercial and trade conditions, and further, in excess of all the rest of the world. The reason why she does so with the United States, who subsidized steamship lines, is that she sends her emissaries of trade to the remotest parts of the earth, and says through them, "I want to buy what you have to sell, and want to sell you something. I am asking you to take it home in my own ship," and, as Mr. Pitkin said, until the United States shakes off its maritime shackles, we shall never bring to the market of Philadelphia the products of the Central and South American States. You gentlemen must provide some way to transport that which you wish to sell and you must provide some way to bring that which your neighbors throughout the South have to sell. They want to buy from you; they want to buy your machinery and your manufactured products, and they want to interchange their products. They wish to sell you hemp and mahogany and a thousand and one other products, which only this glorious land to the south of you can produce.

Ten years ago the commerce between the United States and Mexico was represented by a few millions of dollars. To-day the commerce between Mexico and the United States aggregates nearly $100,000,000 annually, and that is the outgrowth of about ten or twelve years, more particularly the outgrowth of the last five or six years. And it is an unquestionable fact, Mr. President, that if the present friendly relations between Mexico and the United States endure (as I can see nothing to

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prevent their doing), there is scarcely any limit to the volume of trade which may flow between those respective countries. If the United States Government would subsidize a line of steamers between her ports and the ports of Mexico, and even to the South American States, send her ships there, send her commodities there, and bring back the commodities we have, I am certain that the trade would be doubled shortly.

It is perhaps not known to the gentlemen of Philadelphia who are present in this room, that the most important manufacturing and commercial house in the Republic of Mexico sprang from Philadelphia; it is called The Great National Mining & Smelting Company. It is owned by M. Gugenheim & Sons, now of New York, but formerly of Philadelphia. They entered into the smelting business in Philadelphia, and went to New York five or six years ago; and they now own and operate three distinct smelters in the Republic of Mexico, representing an actual investment of capital of nearly $5,000,000 in gold, and they handle from the products of that country, which they manufacture and sell at Perth Amboy, or near the city of New York, fifteen to sixteen millions of dollars annually. There are other smelters located at Monterey, one owned almost entirely by gentlemen residing in the country, who are Mexicans, showing that they are followed closely the example set them by the American manufacturer.

There are a great many American gentlemen who are engaged in manufacture in Mexico, and who occupy a position somewhat different from that of mere commercial interchange between two countries. They are your representatives there, and they carry with them into Mexico the ambitions and the resolve to succeed that are the characteristics not only of the citizens of Philadelphia, but of the glorious and incomparable United States of America. I must say to you that my Mexican fellow citizens profit by the intelligent example which is set before them by Americans. I do not mean to say that the European—whatever country he may come from—is not a good and desirable citizen in Mexico, but I do mean to say that he who leads the procession—who carries the banners in the front rank of progress among

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foreigners—is the American. And I think and believe that there is not a gentleman within hearing of my voice, who, if he sought to find a new field of labor or a new place to invest his capital, might not come from the Rio Grande to Guatemala, and from the turbulent waves of the Gulf to the peaceful waves of the Pacific Ocean, and find as safe a spot, where his life, his property and all that he holds dear on earth would be as undisturbed as it is here in this fair State of Pennsylvania. These, gentlemen, are facts which I wish to impress upon your minds, because it is one of the objects of this Museum, that you may understand better the people who live to the south of you. We scarcely have any opportunity to do business amongst ourselves; we have the same things to sell and the same things to buy; but we all turn with a confident and eager gaze to our colossal brother to the north, and say "He will buy and he will sell to us; and above all, he is our staunch and unyielding friend under all conditions."

MR. F. W. DUNBAR, of Para, Brazil.

I am called upon to speak of Para. Gentlemen, so much has already been said of this northern State of Brazil by my adopted fellow countrymen, that I feel I should be trespassing on your time and attention by entering into detailed descriptions, which would appear as repetitions. I would like, however, to add this, that although our trade is large and our greatest natural products are now in the markets of every great city, the great natural wealth of the Amazon Valley is still unexplored. So vast are its resources that in most districts even the poor will rather pay one or two dollars for a chicken than take the trouble to raise it, so much can be made by going to the forests for gum. Rubber will keep any man from want; rubber will enrich the man that labors; rubber takes up all our attention and is a wonderful, ever-increasing product. We have, as you know, gentlemen, the largest river in the world. It is a sea to all appearances, and is often called the American Mediterranean. You can stand on one bank and not see the other side even with a telescope. There swim in its waters and its tributaries hundreds of varieties of fish,

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several kinds of turtle, and innumerable other things of great commercial value that can well remunerate the attention of companies interested in trade. And, gentlemen, it is a well-known fact that the magnificent forest trees that fall from the sides of its banks and are carried away into the ocean, would form such a collection as would supply all the museums in the world, as well as make them very rich.

Gentlemen, Para is larger than France and Germany together, and if it had the population of one of these countries, it would unquestionably boast with reason of being commercially and industrially, as it now is in its natural productions, the richest corner of the globe.

My colleague, Mr. Costa, has written for your publication a very exhaustive article on Para and the Amazon Valley, and I feel he has covered all the points, and it only remains for me to extend on the part of the commercial interests of Para the hand of good fellowship and interest; and I can further say that if the American manufacturers decide to go into business there with the proper spirit, they will find a hearty welcome and more than hearty co-operation.

SEÑOR YGNACIO CARRANZA, of Tlaxcala, Mexico.

Mr. Chairman and Gentlemen:—Nothing is more pleasant to a citizen than to be conscious of his chance to benefit his country when called upon by such a distinguished assembly as the Pan-American Congress of the Philadelphia Museums, which is met here to-day to discuss matters of trade interest of national importance. And nothing is more pleasing to me than to give the honorable members of this distinguished assembly the most exact information I find possible about the State I represent.

The question in reality involved, is the development of industry, commerce and agriculture. This question does not recognize, nor ought it to recognize, boundary lines or nationalities.

In furtherance of the altruistic motive which directs this institution, the Philadelphia Museum has extended a solemn call to the nations of the American Continent; and these gratefully

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have sent us on a mission as delicate as it is important, because on the results of these sessions depend the betterment of our intercontinental transactions.

Most happy shall I be, Mr. Chairman and gentlemen, if before returning to my country I shall have the proud satisfaction of having interested the influential representatives of the nations present in favor of my country, especially of this great republic under the presidency of Mr. McKinley.

President General Porfirio Diaz has succeeded in awakening the State of Tlaxcala from that condition of natural indolence which killed all desire for activity beyond that barely necessary to the satisfaction of primary wants.

Hitherto prone to dwell with unforgivable pride upon the events of a history, mainly a tissue of civil wars and disturbances, and feeling too much assured of the generosity of a rich nature, Mexicans have come at last to appreciate the advantages of modern civilization and have borrowed a commendable stimulus to action from nations less favored than they, but more industrious and persevering in the path of aspiration.

This happy condition of affairs, not alone in Tlaxcala, but in all the States which make up the Mexican Confederation, is due, as I have said, to the patriotism and clear-sightedness of General Diaz and some conspicuous co-workers in this great evolution.

Mr. Carranza here gave some geographical and topographical details of the State of Tlaxcala, the statistics of its public activity, naming principal towns and districts and giving information about the public-school system. He also spoke about the public works, such as roads, bridges, aqueducts, parks and prisons, describing the principal industries, naming the textile factories and speaking of their products. Relative to the agriculture of Tlaxcala, which is the principal resource of the country, he said there is not to be found a square meter of land that is not under cultivation. The total production is estimated to have an annual value of $6,000,000. The minerals of the State have not been developed. Mr. Carranza made reference to the climate, which he said was very beneficial. In speaking of the people he said there were not sufficient workers and wages are high.

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He then continued:—This is a short synopsis which I present for your consideration and, if you will permit me, I would express my sincere opinion that the State of Tlaxcala and all others of the Mexican Republic offer a vast field for the plans of activity which this institution desires to follow out. Mexico as a producer, especially of silver, has been put to a great deal of annoyance and considerable anxiety by the depreciation of this metal, and by being obliged to keep up her external credit. Internal peace, however, has fostered agriculture with the best of results, and she is persuaded that in this way a rise of the white metal might possibly be effected, that is to say, she possesses now a new energy of productive means, and that is "National agriculture."

THE SECRETARY reported from the committee to nominate standing committees the following names:—

Committee on Resolutions:—Lix-Klett, of Argentina; Hitchings and Dunbar, of Brazil; Murguiondo, of Uruguay; Delfino, of Venezuela; Richter, of British Guiana; Recuero, of Colombia; Pfeiffer, of Peru; Gesswein, of Chile; Gieseken, of Colombia; Fernandez, of Costa Rica; Canton, of Nicaragua; Perez, of Mexico; Pitkin, of New Orleans; Arbuckle, of St. Louis; Henry W. Peabody, W. H. Parsons, of the Advisory Board; Thomas Dolan, William L. Elkins, of the trustees; William Pepper, M. D., LL. D., president; Charles H. Cramp, vice-president; Sydney L. Wright, treasurer; William P. Wilson, director; Gustav Niederlein, Chief of the Scientific Department; William Harper, Chief of the Bureau of Information.

Work to be Accomplished:—Bindley, of Pittsburg; Kelley & Anderson, Pittsburg; Squier, of Worcester; Galpin, of New Haven; Hoyle, of Brooklyn; Sternbergh, of Reading; Gary & Supplee, Baltimore; Laidlaw, Cincinnati; Thompson, Providence; Mann, Texas; Mitchell, Tennessee.

These nominations were unanimously confirmed by this meeting.

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DR. WILSON.

Many of this committee will have to leave the city to-night, and, as important business is to be transacted, it has been thought best that the Advisory Board committee be called to meet at 4.30 p. m. this afternoon. It is requested that as many members as possible will attend this meeting, as the business before the committee is of great importance.

THE PRESIDENT regretted that urgent affairs, both private and in the interest of the Museums, made it necessary for him to leave town at once. He added, I am chairman of the committee to arrange for the reception in Boston of the delegates on June 14th and 15th, to which convention I hope all of our foreign delegates will come.

VICE-PRESIDENT, Mr. Robert Bleakley of New Orleans.

I want to make one or two remarks. My friends have requested me to express their regards to the gentlemen and distinguished delegates from the South. We now employ about 35,000 people in manufacturing industries, but we are aware of the fact that we are a great way behind our friends in the north of this country. In New Orleans my commercial friends very much regret that this convention has not, prior to this time, made it convenient to assemble at that point. I will say to our guests from South America, that if they ever come to New Orleans they will find themselves very much at home; they will find about the same climate and the same character of people; and they will also find that we are able to extend them the same hospitality as we have received here.

The meeting then adjourned.

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MEETING IN COMMITTEE
OF THE
ADVISORY BOARD,
June 3, 1897.

A meeting of the Advisory Board was held at 4.45 p. m.

On motion the Board went into a Committee of the Whole with Dr. Wilson as Chairman.

The Chairman stated the first business in order to be the selection of nominees for the offices of the Advisory Board for the ensuing year and asked for nominees for President.

The names of Mr. Bleakley, Mr. Peabody and Mr. Grace were proposed, and, nominations being closed, by unanimous consent Mr. R. Bleakley, of New Orleans, La., was selected as the nominee for President.

The next business in order was the selection of nominees for Vice-President.

On motion it was agreed that a Vice-President should be taken from each of the countries affiliated with the Institution.

After discussion the following names were agreed to:

Mexico, Fernando Ferrari Perez.
Brazil, Fernando Mendez de Almeida.
Argentina, Carlos Lix-Klett.
Uruguay, P. de Murguiondo.
Chile, Carlos Rogers.
Venezuela, Antonio E. Delfino.
Peru, Alejandro Garland.
Colombia, Luis Gieseken.
Panama, Felix Ehrman.
Costa Rica, Mauro Fernandez.
Salvador, Federico Mejia.
British Guiana, G. H. Richter.

The Chairman called for nominees for Vice-Presidents from the United States.

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Mr Hitchings moved that in case of death or incapacity of the President, one of the Vice-Presidents from the United States be the President *pro tempore*, which was agreed to.

On motion, the following were selected as nominees for the Vice Presidents from the United States:

Mr. P. A. B. Widener, Philadelphia.
Mr. William R. Grace, New York.
Mr. Zina R. Carter, Chicago.

On motion, Mr. William Harper was selected as the nominee for Secretary.

The resolution submitted by Mr. N. F. Thompson, of Johnstown, Pa., at the morning meeting of the Board, was laid before the Committee.

WHEREAS, The value of the Commercial Museum is of such a transcendent nature, and it promises to be so general in its utility to all sections of our country, that it is in the nature of an imposition to tax one city or state with its maintenance. Therefore be it

Resolved, That this meeting recommend to the Senate and House of Representatives in Washington the granting of such aid, either by direct governmental absorption, or financial appropriation, as its value and importance so highly merit.

After discussion, on motion of Mr. Harper, the resolution was referred to the Diplomatic Advisory Board for consideration in connection with the Board of Trustees of the Philadelphia Museums.

The subject of extending the card-file indexing system was taken up for consideration, and on motion it was referred to the local Board of Trustees, with a favorable recommendation that the system should be put into effect in the Chambers of Commerce in other countries.

On motion it was

Resolved, That it is the view of the Committee that every delegate should consider it his duty to report to the body he represents full detailed information, combined with such earnest personal suggestions as would tend to make that organization an effective aid to the development of this Institution, and also to urge upon each organization its co-operation

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with the Scientific Department of the Institution, to maintain the completeness of its exhibits.

On motion it was agreed that the Executive Committee should be instructed hereafter to prepare a programme of business for the annual meeting of the Advisory Board, and that the programme be sent to all the Associations affiliated with this Institution in time to reach the delegates sixty days before they start from their homes for the meeting.

On motion it was

Resolved, That each Government be respectfully urged to appoint a standing Commission, charged with the duty of keeping complete exhibits of its natural products in the Museums.

On motion it was agreed that this resolution should be forwarded to the various Governments through the Vice-Presidents of the Advisory Board and the Ministers at Washington accredited from the respective countries.

It was moved that the delegates from each country be requested to consider themselves a committee to report to the Board, as soon as practicable, upon the trade conditions of their countries and ours, with such recommendations for promoting trade relations and such specific information upon trade subjects as they may find desirable to embody, in order to better facilitate commerce between our respective countries.

Mr. Harper stated to the Committee that it was proposed in December or January to have in Philadelphia an exposition, showing the character of packing and requirements of transportation of goods by water, by land, and by rail all over the world, and

On motion it was

Resolved, That each delegate or group of delegates be requested to advise the Board of Trustees as to the best manner of carrying out the proposed exposition, taking up the matter in his or their country, and giving aid by photographs or other illustrative methods, in order to show the character of packing and the requirements of the transportation of goods in each country.

The Committee then adjourned to report the following morning to the Board.

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FOURTH DAY.

MORNING SESSION.

June 4, 1897.

MR. ROBERT BLEAKLEY, of New Orleans, in the absence of Mr. Peabody, took the chair and called the Board to order at 9.45 a. m.

DIRECTOR WILSON.

The first business this morning is the report of the Committee which met yesterday afternoon for the nomination of the officers of the Advisory Board for the ensuing year. The following were selected for your approval:

For President, Mr. Robert Bleakley, of the New Orleans Chamber of Commerce; for the three Vice-Presidents from the United States, Mr. P. A. B. Widener, of Philadelphia, Mr. W. R. Grace, of New York, and Mr. Zina R. Carter, of Chicago. There were also selected as Vice-Presidents from our neighboring Republics: Mr. Ferrari-Perez, of Mexico; Mr. Carlos Lix-Klett, of Argentina; Dr. Fernando Mendez de Almeida, of Brazil; Consul-General Prudencio de Murguiondo, of Uruguay; Mr. Carlos Rogers, of Chile; Mr. Antonio E. Delfino, of Venezuela; Mr. Luis Gieseken, of Colombia; Mr. Mauro Fernandez, of Costa Rica; Mr. Alejandro Garland, of Peru; Mr. Frederico Mejia, of Salvador; Mr. G. H. Richter, of British Guiana; and Mr. Felix Ehrman, of Panama. The Committee also selected Mr. William Harper for Secretary.

MR. ARBUCKLE, of the Spanish Club of St. Louis (having taken the Chair).

Gentlemen of the Convention:—As our time is short, it is proposed that we put the names, as suggested by the meeting of the Advisory Board last evening, collectively to vote, and, if it be your pleasure, I shall just ask the Convention to pass upon them.

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On taking a *viva voce* vote the Chair announced that the names are carried upon the minutes.

MR. BLEAKLEY (on resuming the chair) said:

Gentlemen:—I am not going to take up your time by any speech. I appreciate the honor conferred on myself and the city and section of the country which I have the honor to represent. I am with you in this matter with all my heart. I really think it would have been better to have selected a president from some of the organizations closer to Philadelphia. We are all aware of the fact that to a certain extent the Advisory Board is ornamental and the institution is run, as it properly should be, by the Board of Philadelphia. I will state that I am delighted to see the interest that is taken by the merchants and manufacturers and people at large of this great city. We should control the bulk of the South American trade: geographically it belongs to us. We have the capital, the energy and the intelligence to do it; and we can if we go about it in the proper manner. I believe that our South American friends—all that I have met here, and in New Orleans, and every other place—are willing and anxious to give us all their trade, provided we can extend to them the same facilities as European nations. We must meet them on equal terms; there is no sentiment in business. As Dr. Pepper said, there are many obstacles in the way, but they must be pushed aside. There is nothing in the way of trade impossible for an American. He can solve any trade problem. In my section of country, on the Gulf of Mexico, our sister cities, Galveston, Texas, and Mobile, Alabama, are reaching out for this South American trade and getting a good deal of it. I shall be delighted to see all our cities engaged in friendly rivalry, and shall extend hearty congratulations to whichever one of them obtains the largest portion of that trade. Gentlemen, I thank you.

SEÑOR A. E. DELFINO, of Venezuela.

Gentlemen:—I have had already the pleasure of expressing the friendly feelings of my countrymen towards this section.

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Allow me to talk to you in a confidential way about our mutual commercial relations and the means of extending them. I admire this institution, and the solid scientific basis on which you are working; but let me frankly tell you, that your efforts may not meet with the success they deserve if the tariff should shut our products out of your market. We hope and we trust that we shall always be treated as we treat you, that is, on the same footing as the most favored nation. A few years ago we had this experience; our products had to pay a higher duty here than the similar products of other countries. What was the result? The only result was that our mutual trade suffered greatly. The American shipping interests sustained heavy losses; the fine and rapid steamers of the Red Line, that has done so much for the extension of commerce for both countries, came back without cargo, and our products were sold in other markets. Venezuela did not change her tariff. We have tariff for revenue alone. Whatever may be done with the new tariff here, let us hope that it may not be detrimental to our present and future commercial relations.

I think it useless to enter into the details of the statistics of Venezuela. You have them here in your most accurate Bureau of Information. You buy from us about $10,000,000 worth of coffee in a year, besides tonka beans and cocoa. We buy from you flour, provisions, cotton goods, pitch-pine, petroleum, hardware and other manufactures to the extent of about $4,000,000 every year. Anybody who is acquainted with the importations of Venezuela knows that we could sell you much more. The study of the means to arrive at this end is the purpose of this institution and the object of our business here. You have heard many of the delegates of other South American Republics complain, with justice, of the poor communications of their countries with the United States. We cannot make such a complaint. Laguayra and Puerto Cabello, two of our principal seaports, are but five days and some hours distant from New York. I hear that the new line will stop at New Orleans and thence reach the coast of Venezuela in three days. It is true that more advantage could be derived from the communications we

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have; but I am afraid to take up too much of your time in this session and I will leave this subject for another opportunity.

A very important thing for the extension of our trade would be to let the manufacturers here know the reason why some of their articles are not sold in Venezuela and the modifications necessary as to shape, price, weight and color, to make them suitable for our market. This is not the work of a day, and to carry out this idea with good results I think we in Caracas should appoint an able man of the country, possessed of a full knowledge of the people and their wants, having the thoroughness that characterizes the directors of the Philadelphia Museums, to pursue investigations. I know that the directors have thought of this—that they have taken steps for the appointment of such a man, and have obtained concessions to this effect from the government of Venezuela.

Another idea which I submit for your consideration is instruction in the English language in my country, and in the Spanish language in your commercial schools. This is not a difficult thing to do. It would require first a small outlay. It would only be necessary to exercise the quality which you possess in so high a degree, that of steady and persevering labor. We should advise you to establish an English school in five of the principal towns of Venezuela. The school would pay and before long the results would be surprising.

I have already said that a parcel-post treaty between the two countries is much needed. Now that the Postal Congress has its sessions in Washington it is our opportunity to strive for it. To do all this time and hard work are necessary; but what you have already done was more difficult. When I reflect on this institution, created in such a short space of time; when I see myself side by side with the delegates of all the nations of this continent, laboring for their future prosperity; and when I consider that this is their work, I admire the Philadelphia Museums and the idea that animates them. I understand why the distinguished President of this great nation and other eminent citizens of different political creeds should honor you with their visit and bid you to go on with confidence and courage in your work.

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MR. S. H. RICHTER, of Demerara, British Guiana.

Mr. Chairman and Gentlemen:—I have been asked to say a few words in regard to the trade relations between the colony I represent, namely, Demerara, British Guiana, and the United States. This is a great assembly convened by the Commercial Museum of this city in order to discuss every important commercial interest of the United States and its sister republics in the continents of America; and I feel it my duty to come before you and say a few words bearing on our intercourse.

Gentlemen, the colony, or rather the chamber of commerce, which I represent, is the one of the city of Georgetown, Demerara, colony of British Guiana. This colony lies on the northeastern coast of South America from five to seven degrees north of the equator, wedged in between Venezuela and Brazil. Many people in England surmise that it is situated somewhere in the western hemisphere. There have been instances where letters have been addressed to Demerara in the East Indian Archipelago, but in due course of time they reached their right destination.

Demerara is the only British possession on the South American continent; and, though perhaps the smallest of the States represented here, is not the least important. Sugar is our chief source of wealth. Our colony's business intercourse with the United States has been a very friendly and favorable one as far back as records go, and it is so now. Our colony takes from the United States all it consumes in the way of food-stuffs, oils, tobacco, etc., and also imports from it a good portion of manufactured goods, machinery particularly, which comes in free of duty. In return you take the greater portion of the products of our colony, the staple of which is sugar, and whose quality is not such as our planters would like to make and ship, but is still of such a quality, strength and color as the American government allows to enter.

The system of commercial exchange is not all that could be desired. The past changes of tariff in the United States have unfavorably affected it. In speaking of tariff I wish it to be distinctly understood that I refer to it simply as affecting the com-

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mercial and material interests of my colony. The Demerara tariff is simply for revenue, and all import duties are collected only for the purpose of defraying the expenses of the colonial government. There is nothing in it that favors protection or equals prohibition, and it has never contained anything that could be termed a favored nation clause. It is a well established fact that all American goods or products of manufacture are admitted to our colony at a much lower tax than to almost any of the South American Republics, and also at only a fractional charge, compared to the one levied by the United States on the produce imported from our colony. I have no desire whatever to enter into tedious statistics, but the fact I wish to emphasize is that this country takes from British Guiana nearly all it can produce. On all manufactured goods we only charge ten per cent. duty and would willingly reduce this if it were possible to raise the funds to carry on the government in any other way. In return you make charges on our products of an import tax varying from 50 to 100 per cent. Demerara finds no fault with this assessment as long as all other nations are treated in the same manner. When it comes to a matter of reciprocity I do not consider that there is the slightest need for it. As far as Demerara and the United States are concerned, America commands the Demerara trade and will always command it by its immense resources. No matter whether we charge $1 or $5 on flour we must have your goods. We must have these articles of food whether the rate of tariff be high or low. As conclusively shown by the operations of what is generally called the American tariff of 1890, Demerara sugars did not obtain as low a rate of duty as those from Cuba and other sugar producing countries; yet we were desired by America to reduce the import duties on American goods by $150,000 *per annum*, and this we did; but we did not import a single barrel more of your flour, beef, pork and other stuffs; and, although the prices of these articles were expected to decline to the extent of the amount of duty taken off, they actually advanced. America did not gain a single dollar; but the reduction of import duties seriously deranged the financial budget of our colony and the

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material interests of American shippers and importers; and when, after the expiration of the McKinley tariff, duties were reduced, it caused another disturbance in trade and no rise in prices. The position of Demerara, I take it, is totally different from that of every other South American State here represented. While the other States are independent, and can make any treaty they like we are a British colony; and, although the tariff barrier may easily appear to you as something unnatural, yet, if we were to grant the goods of the United States a lower import tariff than we do to English goods, Great Britain would simply not allow it. If America wants to bring her manufactured goods to compete with those of England, France and Germany, the only natural way is to make her goods cheaper. As far as quality is concerned American goods can stand test with the best of them. I was delighted to hear the President of the United States say at the banquet night before last, and also the Hon. Mr. Olney, that America wants no restrictions for its trade, but only a fair field and no favor; and if the same maxims are allowed to rule as regards our mutual relations, British Guiana will be very happy.

SEÑOR ALEJANDRO CANTON, ex-Secretary of Nicaragua.

Gentlemen:—It is no use to make any lecture on the Nicaragua Canal; and the main interest of my speech will be to make you Americans understand some exact facts that I would like to call attention to. We South Americans are brothers; we know our own interest is the common interest of all; and really there is no use of our repeating what every American knows.

Athough I am a delegate from Costa Rica, I really belong to Nicaragua—that is my home country; and at this moment I am privileged to speak some words on Nicaragua. As I said before, the main business of which I was to talk is that of the Canal of Nicaragua; yet I prefer to notice another point. The delegate of Nicaragua to this meeting is Dr. Adan Cardenas, one of the most prominent men in that country. I can only certify to the great esteem in which we hold the works of the Philadelphia Museums. Yet I must on behalf of Nicaragua thank the Museums for having appointed Dr. Cardenas Vice-President for

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Nicaragua. He is not present in this city. I consider myself here among the delegates of South America as among brothers. We all know out interests and try to extend our relations with the citizens of North America; and for myself as well as for my fellow citizens I say, thanks to all of the members of the Philadelphia Museums.

SENHOR I. NERY DA FONSECA, of Pernambuco.

Gentlemen of the Philadelphia Museums:—Having been appointed to represent the commercial interests of Pernambuco at this annual meeting of your Museums, I thank you for your invitation, and I am here to co-operate with you in this great undertaking.

As a business man I am prepared to furnish you any information you may desire in reference to my country, and am better prepared to discuss with you the different items pertaining to the development of the import business between Pernambuco and the United States, than to make a speech in your language. For this reason I will refer in a few words to some of the items I think must be worked to the end. I have seen that the general idea runs in the direction of the creation of American banks in my country, which I think will, better than any other means, develop the business between Brazil and the United States.

The idea comes at the right time, because the Brazilian exchange is, unhappily, depressed, and very little money will be necessary. I need to add that the depression is due not to the want of productions and natural richness of my country, but to the change of Government not yet favorably looked upon by Europeans.

Mr. Fonseca said that banking institutions in Brazil have many monetary facilities and enjoy the confidence of the business community and therefore do not require very much capital. Another thing he spoke of was an American steamship line to Brazil. The present freight rates on manufactured goods are almost prohibitory, the freight charges amounting to 30 cents a foot, exactly double the rate from Europe. A year ago, he said, the freight rates were six cents a foot, and, as statistics show,

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the export business had some development at that time, but is now almost stopped on manufactured goods.

Referring to an article in the "American Journal" upon sugar consumption at the Philadelphia refineries, and how, at the present time, they consume beet sugar, he said,—"Why don't you increase your imports of sugar from Pernambuco? Our product of sugar is similar to Cuba's." He said that many sugar factories with imported machinery have been established under the State Government plan of issuing shares to a certain extent to facilitate construction of refineries. Prices at the moment of his departure, he said, were low. He spoke of the deep impression which the factories and industrial establishments of the United States had made upon him, and expressed the hope that the time would soon come when the American manufactured products would be exported to his country and our ships return with the raw materials and minerals which are produced there.

SENHOR JOÃO MOREIRA COSTA, of Para, Brazil.

Commissioned by the Board of Directors of the Chamber of Commerce of Para, in which I occupy the position of secretary, to represent it jointly with Messrs. F. W. Dunbar and Arthur Pereira at this commercial congress of the Philadelphia Museum, I feel encouraged in my mission by the hope that your magnanimous tolerance will allow me to make in the Portuguese language an exposition of the commercial movement and material development of the State which I modestly represent.

The State of Para, one of the most northern territories of Brazil, is situated between 4°, 10′ of north latitude and 8°, 40′ south latitude, and between 2°, 10′ and 15°, 20′ of longitude west of the Rio de Janeiro meridian.

Its limits are: on the north, the Atlantic Ocean, French Guiana, from which it is separated by the River Oyapok, and Dutch and British Guianas; on the east, the State of Goyaz, from which it is separated by the River Araguaia, the State of Maranhão, separated by the River Gurupy and by a straight line which, starting from the most northern branch of this river, ends on the right bank of the River Tocantins opposite the mouth of the

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Araguaia; on the south, the State of Matto-Grosso, from which it is separated by the River Trez Barras or S. Mansel, an affluent of the Tapajoz on the right bank, into which it flows through three mouths, and by the Rivers Fresco and Garahy, affluents of the River Xingu, the latter on the left bank and the former on the right one; tne mountains Gradahus also serve as a limit between the two States of Para and Matto Grosso; on the west, the State of Amazonas, from which it is separated by the River Jamunda, by the mountains Parintins, and by a straight line which, starting from this point, ends on the right bank of the River Tapajoz, opposite to the mouth of the Trez Barras.

From north to south, or from Cape Orange to the River Trez Barras, the State of Para is 1533 kilometers (958 miles) in length, and from east to west, or from the mouth of the Gurupy to the source of the Jamunda, 1422 kilometers (889 miles in width).

The surface of the State of Para, the third part of the Republic in area, is estimated at 1,147,712 square kilometers (443,635 square miles). It is therefore larger than any country of Europe except Russia, and about equal to Germany and Belgium and Holland combined.

In Para the climate is warm and damp; but the heat is tempered by the rains, by the constant and regular winds, and by the influence of the rivers, amongst which the Amazon is the largest in the world. The nights and mornings are cool and very agreeable.

The winds from east, southeast and northeast blow constantly and the mean temperature is 28° ce tigrade (82° Fahr).

There are two seasons: the rainy season, or the "winter," which commences in November, December, or January, and ends in June; and the dry season, or the "summer," whicl. prevails for the balance of the year.

In many points of the interior, and principally in the Capital (the City of Belem), the climate is healthy. It affects only strangers who are not careful to avoid exposure to the sun or rain, and who imprudently eat unripe fruits.

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The yellow-fever, which attacks some foreigners freshly arrived, ordinarily is of a mild type and many years go by in succession without any victim to it. In the Capital of the State there are no endemic diseases. Whenever a case of yellow-fever or small-pox occurs, the Board of Health removes the patient to the hospital of isolation, and employs all the processes of disinfection and remedies known to science, so that the disease never propagates.

Although (with clamorous injustice) it is generally said abroad that the Capital of Para is a cemetery, the mean death rate does not exceed eight per day; this for a population of 130,000 to 140,000 inhabitants, according to the census of 1896, which is about completed.

The soil, except in some parts, is low and level, cut in all directions by innumerable streams, dotted with several lakes, and covered with immense forests full of precious woods of many qualities and in such large quantities as are not to be found in any other country in the world. The soil is of an extraordinary fertility. Cereals can be planted at any time and they yield up to three crops in one year.

Agriculture was formerly very prosperous in the State of Para; at present, however, it is in a lifeless condition because all the former agriculturists have devoted themselves to the India-rubber extraction industry. The State Congress, for the purpose of promoting agriculture, grants a subsidy of five contos of reis to every farmer who can show a plantation of five thousand coffee or cacao plants in a cropping condition.

Para is a State privileged by nature, and which has the advantage of attracting spontaneous immigration, many being the natural resources and elements of life easily found here by the immigrant.

Since the peaceful revolution of November 15, 1889, which proclaimed a Federative Republic in Brazil, no other State of the Confederation has shown such a wise comprehension of the new form of government, or given such good administration, such fruits of peace, and such material growth, as Para.

The population of its capital, which in 1888 was calculated

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at 80,000 to 100,000 souls, has constantly increased and is now computed at 140,000 people. The census of 1890, which was not finished, gives for the Capital of Para a population of 65,000.

The ordinary revenue of the State of Para, which in 1890 was 6,400,000 milreis, has grown so much that for the financial year of 1897-98 it is estimated to reach 14,000,000 milreis. This proves the constant increase in the crops of India-rubber, cacao and other exported products, as it is from export duties that the State derives the larger part of its revenue.

The trade of Para is constantly acquiring a wonderful increment. Para has an active intercourse with the commercial centres of the country, with Europe and the United States of North-America, and in a smaller way, with Argentina, Peru, Bolivia and Chile. Its importation is on an increasing scale, according to government statistics, the revenue through import duties collected by the custom-house amounting to twenty to twenty-two thousand contos yearly.

The commerce of Para is divided into four classes: Exporters, importers, retailers and purchasing agents. The first class exports to Europe and the United States of North America India-rubber, cacao, Brazil nuts, cumarin, skins, fish-glue, copaiba oil, rush, sauce, roucou, guarana (a sort of cooling beverage), ostrich feathers, tobacco and other products. The second class imports all the alimentary products, as fish, beef, fruit, preserved vegetables, wine, beer, and all classes of beverages, flour, petroleum, oils, butter, lard, pork, hardware, tar, pitch, rosin, turpentine, cement, cordage, chinaware, glassware, tiles, porcelains, crystals, dry goods of all kinds, fancy goods, trimmings and haberdashery, and, in fine, whatever is produced by the manufactories of Europe and the United States. The third class buys at wholesale from the importers and sells at retail to the people. The fourth class is only doing business with the interior of the State, buying from the importers at long credits the merchandise which is ordered of them by their customers. They liquidate their accounts at the end of the harvest by remitting India-rubber and other products, which they may collect during the year.

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The merchants of Para are sufficiently solid and enjoy more credit abroad than those of any other business community of Brazil, having stood the terrible crisis of 1894-96, during which they lost at home about twenty thousand contos in consequence of the failure of several purchasing agents. Nevertheless they did not prejudice their foreign correspondents to the amount of 5 per cent. of the internal losses which they sustained.

The Capital of Para is an essentially commercial place, yet it contains also a good number of industrial establishments.

In the directory, "Guia Paraense," are found in detail all the firms, streets and numbers of all the commercial houses and industries, of which the following is a summary:

(Senhor Costa here gave a distribution of 1135 trading and manufacturing concerns among sixty-three classes, of which the largest in number were tailors, dry-goods importers, coffee-houses, feed-stores, importers of hardware, commission houses, dry-goods stores, haberdashers, drug stores and pharmacies, sugar refineries and manufacturers of tobacco.)

Para has nine banking houses and eight banks, viz.:—

NATIONAL BANKS.

	CAPITAL.	
Bank of Para.....	5,000,000	milreis.
Commercial Bank of Para.	4,000,000	"
Bank of North of Brazil...	3,000,000	"
Bank of Belem of Para...	2,000,000	"
Sociedade de Credito Popular.....	1,000,000	"

The Bank of Para during the years 1895-96 gave the semi-annual dividend of 7½ per cent. and the other banks gave 6 per cent. On the 20th of April all of these banks had in their treasuries the sum of 12,180,000 milreis.

FOREIGN BANKS.

	CAPITAL.
London and Brazilian Bank.....	£1,500,000
London River Plate, Limited.....	1,500,000
The British Bank of South America, Limited.	1,000,000

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OCEAN NAVIGATION—There are six steamship lines sailing from the port of Para to the Southern ports of the Republic, to Europe and to North America.

The Red Cross Line has acquired a monoply of the navigation of the port of Para. It despatches three steamers each month, viz., on the 1st, 10th and 20th, for the ports of Lisbon, Havre, Liverpool and Hamburg; also three steamers on the 4th, 14th and 24th of each month for North America. All these steamers have wretched accommodations for passengers, in spite of the high rates charged, viz.: £20 for a passage from Para to Lisbon or New York.

The Mediterranean Company receives from the State a subsidy of 300 contos of reis per annum on condition that it makes two voyages each month between Para and Lisbon, Havre, Marseilles and Genoa. The first voyage was to commence on the 18th of May, 1897.

Companhia Lloyd Brazileiro, with twelve steamers, does the coastwise navigation, furnishing four steamers per month from Rio de Janeiro, where it has its headquarters, to Bahia, Pernambuco, Maceio, Alagoas, Rio Grande do Norte, Parahiba, Ceara, Maranhao, Para and Manaos.

Two other steamship lines perform a coastwise service, each despatching four steamers a month, that touch at Para from Maranhao, and those of the second line from Pernambuco to Parahiba, Rio Grande do Norte.

There are besides six steamers belonging to private owners which run coastwise between Para and the southern ports of the Republic.

The river navigation of Para is made by eighty-five steamers engaged in carrying merchandise from the Capital to all the interior points of the State; to Manaos, to the rivers Madeira and Solimões, to Iquitos, Peru, and to the frontier of Bolivia, bringing back India-rubber, cacao and other products for exportation.

In order to promote the commercial relations between Para and the United States of North America, it is necessary that there should be established a steamship line with good

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accommodations for passengers, to run from New York direct to Para and thence to Pernambuco, Bahia and Rio de Janeiro.

In concluding, I will tell you, my North American brothers, that I am far from having presented a complete description of the State which I represent in this great Congress.

Para is delighted to send her salutations to the Philadelphia Museum and ardently wishes its prosperity.

SEÑOR A. V. HERNANDEZ.

Mr. President and Gentlemen:—In the name of the State of Nuevo Leon and its Chamber of Commerce, and in those of Messrs. A. Zambrano and J. A. Robertson, my co-delegates, and in my own name, I give the Philadelphia Commercial Museum, its President, Directors and officers, sincere thanks for their kind invitation to this Congress, where we have had the pleasure of meeting, not only the business men of this great Republic, but also the worthy representatives of Central and South America and of the different States of our own country; and most of all, where we have had the opportunity of shaking hands with the illustrious President of this country, and of seeing him surrounded by the Ministers of most of the countries of this hemisphere; and where we have seen present the representative of the most populous and ancient empire of the world, China, as well as representatives of Japan and Corea.

As soon as we entered the doors of the Museum we were able to perceive the efficient efforts of its directors from their having collected such a number of samples of important articles of commerce in so short a period of time. That speaks very highly for their ability. The fact of inviting the business men of the several American countries, proclaimed, too, their altruistic purpose.

Mr. Ferrari Perez, as representative of our Federal Government, has read you in a previous session a synopsis of our country's affairs.

One of my colleagues has given you a report of the resources of the State of Nuevo Leon, and I will put at your disposition for your library the official report of the Governor of said State,

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which is a voluminous book that contains all kinds of data regarding the State since its discovery and foundation up to last year. You will find there, in the most detailed manner, the resources of the State, agricultural, mineral, industrial, commercial, scientific, etc.

Some of my co-delegates have charged me with the commission of saying a few words to you about the banks of Mexico.

The establishment of these institutions is relatively of recent date. I cannot tell you off-hand when they were created, but I can tell you how many there are, and what their capital, portfolios and circulation were on the 30th of April last, according to the statement that I have the honor to hand you.

The number of banks is ten.

Banco Nacional de Mexico (National Bank of Mexico):—

Capital	$20,000,000
Paid in	8,000,000
Reserve	5,200,000
Circulation	22,000,000
Loans and Discounts	17,500,000
Collaterals	7,000,000
Cash on hand	30,000,000

Banco de Londres de Mexico (London Bank of Mexico):—

Capital paid in	$10,000,000
Reserve	300,000
Circulation	12,600,000
Loans and Discounts	12,800,000
Collaterals	6,000,000
Cash on hand	10,500,000

Banco Internacional and Hipoticario (International and Mortgage Bank):—

Authorized capital	$ 5,000,000
Paid in	3,500,000
Loans and Discounts	1,400,000

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Collaterals	$360,000
Mortgage Loans	2,600,000
Cash on hand	777,000
Mortgage Bond bearing 6% interest	2,400,000

These three banks are in the City of Mexico. The National Bank has twelve branches in several capitals of the States, and the London Bank of Mexico has about the same number of branches. These do the same business as the mother banks.

The State banks, or rather the banks established in the several States up to date, are:—

	CAPITAL.
Banco de Nuevo Leon, Monterey	$600,000
Minero, Chihuahua	1,500,000
Commercial, Chihuahua	600,000
capital paid in	300,000
Yucateco, Merida, Yucatan..	1,000,000
Mercantil	750,000
Zacatecao, Zacatecas	600,000
Durango, Durango	1,000,000
capital paid in	600,000

These ten banks had altogether, the 30th of April, 1897:—

Cash on hand	$44,863,000
Loans and Discounts	39,163,000
Collaterals	13,798,000
Mortgage Loans	2,750,000
Current Accounts	24,500,000
Real Estate, about.....	1,500,000
Making an aggregate of..	$126,574,000

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The liabilities of said banks are as follows:—

Capital stock	$41,950,000
Current Accounts	47,849,099
Circulation	40,500,000
Reserve	6,000,000
Mortgage Bonds	2,400,000
Deposits	3,000,000
Total.....	$144,699,099

You are undoubtedly astonished at the insignificance of the deposits. I owe you an explanation. In the current accounts credited to the National Bank of Mexico ($33,000,000), and the London Bank of Mexico ($10,000,000), there must be a large share of deposits which is not specified in their statement, and furthermore I must state that our people are accustomed to keep their money in their own safes.

Though this lecture is getting long, I trust you will allow me to say a few words regarding the Nuevo Leon Bank, for several reasons; first, it is the youngest of all the banks now existing in Mexico; second, it is situated in Monterey, State of Neuvo Leon, which I have the honor of representing in this Congress; and lastly, it was created and has developed its operations under the management of your humble servant.

In the month of February, 1892, a few persons were invited to subscribe the capital of $600,000, which was covered in the first meeting. All the details of its organization were completed in a short time. The bank began its operations, 1st of October of the same year, with $300,000, or 50 per cent. of the subscribed capital. The remainder was called in by monthly installments in the course of the ten following months.

The first statement of accounts was made on June 30, 1893. We could give a dividend after the nine months operations of not more than 1⅛ per cent. The first complete year, 1894, we gave 7 per cent.; in 1895 we gave 9 per cent.; in 1896 we gave 10 per cent.

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January, 1897, we could advance 6 per cent. on the dividend of the year which will end the last of June; and as the operations of the six months ending same year are more important than the first half of the year, I am sure that we can give a supplement of six per cent. or even nine per cent. more, after deducting a prudent reserve. Said bank at the end of the fifth year of its existence, as you see, has been able to raise its dividend to 12 per cent. or 15 per cent.

You will find herewith the statement of all the banks of Mexico on April 30, 1896, compared with the same date in 1897. You will see that at the latter day the Nuevo Leon Bank stood as follows:

Assets:—

Cash on hand	$481,000
Loans and Discounts	936,000
Collaterals	227,500
Accounts Current	228,500
Real Estate	41,000
Bonds and Sundries	242,000
Total in round numbers.	$2,156,000

Liabilities:—

Capital paid up	$600,000
Accounts Current	197,000
Circulation	1,161,000
Reserve	58,000
Deposits	140,000
Total	$2,156,000

It is not my object to call your attention to the manner in which this institution has been managed, but to the importance of its centre of operations, which is the State of Nuevo Leon and principally the city of Monterey. We extend our

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transactions also to the neighboring States of Coahuila and Tamaulipas, which are rich in all kinds of resources that are being developed on a very important scale. The Nuevo Leon Bank in the course of this year will double its capital, in order to meet the requirements of its customers. We have experienced no sensible loss in five years. We have, so to say, no deposits; but in compensation we fear no runs, and, as to failures, they are almost unknown in our country.

All the banks in Mexico are now regulated by especial concession laws which have been issued at different dates. Most of them provide for various franchises.

With the purpose of trying to put all the new banks upon the same footing, the Federal Government promulgated, 19th March last, a general banking law, which provides for important franchises in favor of the first bank which in future may be established in each State of the Republic. They will pay no taxes on their capital, stocks, and bonds, and the stamp duties are reduced to a mere nominal tax. The only tax to be paid is the "predial," or on the house occupied by the bank offices, which is a small matter.

The new law authorizes the banks to issue three times the amount of paid in capital in bank notes for circulation, provided they will keep cash on hand to the amount of not less than one-half of the aggregate amount of their circulation and deposits.

The circulation is guaranteed by the assets of the banks with preference to all other creditors (in case of failure), less the public treasure for taxes uncollected in the last three years previous to the failure.

The bank notes will be of the denominations of $5, $10, $20, $50, $100, $500, $1000, or more.

It is prohibited to the banks to give their portfolios as collateral.

They can accept mortgages to secure loans which have not been paid at maturity. The term of the mortgage may not exceed two years, nor amount to more than one-fourth of the bank's capital paid in. The execution on mortgage is ruled by

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peremptory disposition, and takes place without judicial intervention.

The members of the Board of Directors must not be debtors of the bank, except with certain prudent restrictions and special securities.

The only bank instituted in accordance with this law is the State of Mexico Bank, which can establish branch houses in the States of Hidalgo, Puebla, Michoacan and Vera Cruz. The principal centre is the City of Toluca, capital of the State of Mexico.

A good many of the States of the Republic have no banks at present, and offer good opportunities to foreign capital in that line of business.

Such banks as may be established in each State, after the first, have to pay all the common taxes, plus two per cent. *per annum* on their paid-up capital, which makes their establishment impossible, thus preventing competition with the first one already in operation.

SEÑOR COOLIDGE P. ROBERTS, of Argentina.

I have been commissioned by the Chamber of Commerce of Buenos Ayres, of which I am a member, to represent that commercial body at this convention. I would like to say a word about this Chamber of Commerce. It is a representative body composed of more than 1000 members, representing all the civilized nations of the world. You will find Spanish, of course, the native language of our country, but you will also find among our members one group speaking French, another German, another English. There is another feature about this Chamber of Commerce to which I wish to call your attention, and which is peculiarly efficacious: that is the Department for the Settlement of Commercial Disputes, which, by request of both parties, are left to the Board for adjustment; and it is encouraging to know how carefully the different views of the interested parties are investigated and able and just decisions rendered, thus avoiding the law-courts and effecting a great saving in time, worry and expense. You all know that the Argentine Republic has of

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late years attracted a great deal of attention from the merchants of the United States. Just now the problems of the Argentines are perplexing. It is thought our American friends are interested in increasing the trade between the two countries, and I know they are studying how to do it. Yet here the American Congress proposes that the Argentines shall pay a heavy duty on their staple article exported to the United States, thus barring it out. How to explain these inconsistencies, and also at the same time satisfy both parties, is not a little perplexing. The people of Argentina are trying to work out this problem. They do fondly hope that the American government will not take this backward step, as they consider that a tariff on their products at the present time will not promote friendly intercourse.

The statistics of our imports and exports with the United States for 1896 show that Argentina took from you 10 per cent. of her total imports, while this South American Republic only succeeded in selling the Americans about six per cent. of her exports, showing a balance of trade in favor of the United States. Argentina had bought from Great Britain 40 per cent. of all her imports; from Germany, 13; from France, 11; from Italy, 10½; and from the United States, six per cent. The total volume of commerce in 1896 amounted to $112,000,000 imports, and $115,600,000 exports—these figures in gold. Argentina buys of the United States vast quantities of lumber, especially pitch pine from Florida, Alabama, Georgia and Texas. She also buys kerosene in large quantities, together with agricultural implements, as harrows, reapers, binders, harvesters, threshing machines, and machinery of other kinds; also canned goods and many other articles. As to the quality of American articles introduced into that market, their excellence is everywhere recognized and greatly appreciated by the business community, by whom they are considered to be the standard of quality.

Americans are slow in learning the best methods of introducing their goods. They have continued to send commercial travelers who return home and report themselves discouraged at the foreign competition with established houses and with the long credits granted. The European does not send traveling

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salesmen to any extent to the Argentina. It does not work. What is wanted are resident partners who will go there and settle and learn the language and customs and requirements of the market. They must be men of high personal character and integrity, possessed of industry coupled with ability of no mean order, and have large financial backing and wait with patience to sow the seed and reap the harvest. All sales of imports in the Argentine Republic are made on six months' credit, with notes given; and in order to secure their notes the sellers must endorse the same. There are no sales of notes without this custom of endorsing. The market customs are more rigidly held to there than in this country.

The principal imports of the United States from Argentina are hides, wools and goat skins. Large quantities of this latter commodity are used in Philadelphia and also in Pennsylvania. These are the leading exports, but there are many others. There are no better hides in the world, and American tanners appreciate that fact. They are the standard hides and represent the highest grade. Now, the American Congress proposes to put on an import duty of 1½ cents per pound. As regards Argentine wools, there are many grades of these wools, running from fine merino to the long staple coarser Lincoln—the first of which yields 65, the second 70 pounds of wool after scouring. Previous to the removal of the duty none of these wools came here, the duty of eleven cents a pound being prohibitory; but during the last three years these wools have been largely sought for by American manufacturers, some from this city having sent their buyers to Buenos Ayres to obtain them. The Argentines want to continue to have the Americans as customers for their wools, and believe it would be mutually satisfactory; but there is among them a feeling of dissatisfaction at the action of Congress. The exports from Argentina in 1896 were: France, 21 per cent; Great Britain, 17; Germany, 12; Belgium, 11; Brazil, 9; and the United States took but six per cent. of her total exports.

SENHOR CORDEIRO DA GRAÇA, of Brazil.

If North American business men wish to extend their relations with Para, they need to establish trade confidence first

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of all. This may best be done by the institution of some credit system with my country, which will facilitate transactions and allow a liberal time for payment, with a limited rate of interest. It is also necessary to send representatives that fully understand what they have to sell, and who can speak Portuguese. Collections of samples and catalogues giving prices and discounts would also be advisable.

Any insistence on a high rate of discount will undo the best endeavors in other directions. The packing of the goods must also be looked to, and the establishment of a steam navigation to Para would be of the greatest value. For the sake of contrasting systems, let me say that in the little matter of the purchase of ipecac, you buy from the English market instead of from us in Brazil. Now the English idea is to buy in the cheapest market, which is Brazil, and sell in the dearest, which is the United States. They are practical in the pursuit of their interests. I would call this little matter, as an object lesson, to the attention of manufacturers of chemical products in the United States.

SEÑOR LUIS GIESEKEN, of Barranquilla, Colombia.

Gentlemen:—The Republic of Colombia, with its 4,000,000 inhabitants, is provided with all kinds of soil. It is a very fertile country, with temperatures ranging from the warm climate of 95° to the Bogotá climate of 60°.

As our government is well established and conducted, the country is progressing very rapidly. The most important port is Barranquilla. The imports of that port last year amounted to $8,870,000 in gold, and the exports to $2,640,000. The United States contributed one-fifth of the imports, and received one-fourth of our exports. The latter consist principally of coffee and hides. The United States could take a much larger share in our trade if they would study our country better. Of about a hundred commercial travelers, one finds seldom more than one or two representatives of American manufacturers. While Europe accommodates us in every way to our tastes, the people complain about American manufacturers. For instance, our

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people are accustomed to get prints from England in pieces of thirty yards, whilst the United States will only sell these things in from 50 to 55 yards. The packing also is in many ways unsatisfactory.

Colombia is a vast country. The principal cities, such as Bogotá, Medellin, Bucaramanga, are situated among the mountains, and it is difficult for travelers to reach them—and of course more so for merchandise. To get to Bogotá, our capital, a city of 120,000 inhabitants, at an elevation of 10,000 feet, you have to take almost every kind of transportation. For instance, arriving in Sabanilla, Colombia, in two hours you reach Barranquilla. Thence one takes a river steamer up the Magdalena for ten days to a place called Yeguas; thence two hours' travel by rail to Honda; from there for three days, on mule-back to Facativa, and then again four hours by rail to Bogotá. With such delay a traveler needs fifteen days to get to the capital. Merchandise seldom reaches there in less than two months.

The packing of goods necessarily must be well studied, for on such a trip, and by bad roads, merchandise is liable to suffer heavily.

The duties in Colombia are on the gross weight, and unnecessarily heavy packing should be avoided.

England, Germany and France give six months' credit to responsible parties—in fact, often ten and twelve months—while the United States seldom accord it for longer than three months. The merchants prefer long credits, as the rate of interest in our banks is 12 per cent. and to private parties from 18 to 24 per cent. *per annum.*

It would be of the greatest advantage to us if money could be obtained to build more railroads, and investments in this enterprise would yield immense profits. For instance, a single bag of coffee from Bucaramanga costs $12 Colombian money, equal to $5 gold, for freight. This is owing to the different modes of transportation, such as mule-back, river boat, steamer and railroad. Another very important enterprise would be a steamship line from New York to Colombia. This line should, however, consist of good fast steamers, so as to get the

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bulk of the 51,000 tons of merchandise handled in Barranquilla. Such a line would also carry a majority of passengers going yearly to Europe and the United States. To improve our business relations consuls are of the greatest value, especially if they are active, such as your American Consul at Barranquilla, who is always looking about to advance business, and it would be a great loss for you and our business community if he should be removed.

I am extremely obliged to the officers of the institution for their kind invitation, and I assure these gentlemen that I shall do all in my power to further their interests in my country, which, of course, will also mean a benefit to my own land.

SEÑOR GERARDO LEWIS, of Panama.

Gentlemen:—I am charged by the delegation from the Isthmus of Panama with the duty of addressing you in their behalf in regard to the productions of the Isthmus and its hopes in the near future.

From the early days of the conquest until very recent date the whole attention of the people of Panama has been devoted to cattle-raising, to which its vast and free lands were adapted. But the want of foreign markets wherein to sell its surplus productions caused a withdrawal from this source of wealth.

The pearl fisheries, once justly famed for productiveness, were almost ruined by some unknown cause a few years ago, but now they begin again to recover a share of the lost trade.

In former days, at least since the discovery of the gold mines of California, the Isthmus has depended exclusively for its living upon the profits derived from the traffic over its narrow interoceanic highway. The close connections between the passenger carriers on both sides is making this traffic less profitable and, excepting the labor employed by the railroad and steamship companies, the traffic is almost fruitless to us at the present time.

The Isthmus had its era of relative wealth during the construction of the Interoceanic Canal from 1880 to 1889, when all laborers found remunerative work, and all spirited men of business a field for their operations. Unfortunately the work was

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suspended unexpectedly, and the people of Panama were thrown again into the hardships of their earlier condition.

As you will clearly see, the life of the Isthmus has always been precarious, because it looked more to its geographical position as a resource than to its industry for a supply of the means of support. Perhaps it could not be otherwise. Agriculture was entirely unknown, but there were at hand the spontaneous products of the soil, such as ivory nuts, India-rubber, sarsaparilla, balsam copaiba, mahogany, cedar, cocobolo and other hard woods, mother of pearl shell, tortoise shell, ipecacuanha and ginger.

The total sum of exportations of these articles during the last year, according to official data, only reached $924,313 Colombia currency. If you compare these figures with those of the importation during the same period, which amounted to $1,872,000 in gold, you will find a deficit so great that it becomes hard to meet. It is only accomplished by the labor furnished to the foreign companies above mentioned.

The experience of the past has taught both the government and people of Panama the necessity of procuring for themselves the proper means for steady life, and has turned their eyes to agriculture. The present year commences to give them a result for their efforts in the form of small crops of coffee and cacao, which promise to be greatly enlarged before long.

Now we have at hand the desired market for our cattle in the neighboring Republic of Costa Rica. Prices have consequently risen to paying figures and production is naturally encouraged.

Some of our rich mines are in a state of exploitation by wealthy and respectable corporations. Better than all, the active work on the Panama Canal by the new company is giving the Isthmus assurance of permanent financial prosperity in the future.

Our great desideratum to-day is the immigration of intelligent agriculturists to develop the richness of our soil. We can offer them free lands in a climate as healthy as in any part of the world, from sea level to the high-lands of the Volcano of Chingin, adapted to all kinds of farming.

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Our close connections with the United States, owing to the constant transit of Americans over the Isthmus since 1849, the American enterprise of the Panama Railroad Company, from which our country has received so much benefit, and, above all, our high admiration for the real practice of republican principles, have inspired us with sympathy for all that is American. Hence our will is to give the prominent place in our market to American goods. It is owing to the efforts of energetic and active agents of European manufacturers that the old continent gets any share of our trade.

It is the aim of the delegation from the Isthmus of Panama to the Philadelphia Museums to promote closer commercial connections than have hitherto existed by suggesting the means of counteracting European competition in our country, and it will be a source of pride to them if our suggestions are listened to by American manufacturers.

Outside of extended time of credit, which is of actual necessity, another matter of no small importance is safe and cheap transportation, the possession of which, in some instances, gives the European a monopoly of certain articles.

Another means of placing American goods on the Isthmus to great advantage to American manufacturers, would be to look with interest and favor towards the great scheme of the Panama Canal. We know that American machinery could be sold to the Panama Canal Company on a large scale, and American contractors would be gladly accepted if the Americans would only show that they are willing to lend their energy and experience to the new company which is now carrying on the work to universal satisfaction.

I have left for the last, another important point, which will serve to develop American trade not only on the Isthmus but on all the western coast of Central and South America. I refer to a permanent exhibition in the City of Panama of goods manufactured in the United States. There such exhibits could be examined by merchants of all those countries, and the benefit to be obtained therefrom is obvious.

This idea is not new. It has recently been adopted in

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England to increase business between the colonies and the mother-country. At the principal cities of Great Britain are now exhibited samples of the leading articles imported from foreign markets to the colonies, and with each are given full details as to the reason of its acceptability in each market, so as to instruct the manufacturers how to change their products to meet the public wants.

In our present case the object would be to put American goods before the buyer, so as to facilitate comparison with European manufactures.

SEÑOR RAFAEL DE LA MORA, of Guadalajara, Mexico.

In most of the technical schools of Mexico, English is taught. My country has made wonderful progress in the last ten years, and not the least of its advancements has been in the way of stability of government. It would greatly promote trade between the United States and Mexico, if Spanish were taught in the schools and colleges of the former country. Another effective expedient to the same end would be the sending of catalogues of manufacturers printed in Spanish to Mexican merchants.

There is now a good demand for American agricultural tools and mechanisms and for mining machinery. This is particularly known to me as true of Jalisco and Michoacan. Such machinery could be sold at a good profit, if competent men were sent out with it to show miners and farmers how to use it.

We also have a large use for water-pumps suitable both for domestic use and for irrigation, for sugar machinery, for condensers, and generally for steam mechanisms. However, these articles should be of good quality, for our people prefer to pay good prices for reliable and durable machinery, and those who introduce such goods from the United States will find our people willing to give them the preference.

MR. A. B. FARQUHAR, of York, Penna.

Foreign trade must be conducted on the same lines as internal trade, that is, upon business principles. We must know

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what our customers want and how they want it. Now this Museum is a great clearing-house of information. It will furnish us knowledge in a large degree of what is wanted, and it proposes to furnish the additional knowledge of how to pack the goods in the way to suit customers. In thirty years I have never been deceived by a single merchant of any Southern Republic. We must sell them just what we pretend to sell; must pack just what we agree to pack; must not have any false labels or weights. In these ways we shall deserve their confidence. These matters are of vital importance in doing foreign trade.

A good deal has been said about the tariff. It is purely a business matter; it was evolved out of the minds of business men and statesmen, and has fallen into the hands of schemers; but that is not the fault of the system at all. I will use the language of Alexander Hamilton, of Clay, and of that American who did more than any other American that ever lived to promote international trade, James G. Blaine. They said that they looked to protection to increase our manufacturing resources—their idea being to have revenue duties only so far as we needed money to support the government. James G. Blaine said, in the last conference I had with him, that he looked forward to the day when every South American republic would hold trade relations with us very much the same as existed between our sister States. Now, they propose to put a tariff on hides. You know what Mr. Blaine said of that. When the McKinley bill was drafted it provided for a duty on hides. Blaine wrote its author a note saying, "Hides are used by every American citizen and by every farmer. A number of our workmen are engaged in exporting leather and shoes. A tariff on hides would benefit very few. Eliminate it, don't have it; it is not consistent with the true principle of protection." Since then, 20,000 American citizens have engaged in manufacturing shoes and harness for the export trade. We wish to put a tariff on their raw material and drive that trade to Europe. Who will be benefited? The big, four years' leather trust, possibly; but every man, woman and child in America will suffer, and our trade relations with Argentina will in a large measure be broken up.

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We must have international communication. Not an American flag flying over 1500 vessels that entered Argentine ports last year! When I commenced business we were the second mercantile nation in the world. We had more vessels on the sea than any other nation except England; and we were a very close second. That has gone by. We must revive our commerce; bring back the raw material; increase commerce with these people—because we cannot trade with them unless we make it mutually advantageous.

We manufacture in America cheaper than anywhere in the world. We were in Disston's shop yesterday. We saw machines cutting files at 500 strokes a minute; in Europe it is done by hand, five strokes a minute. We have every advantage: we can make the goods cheaper; we can make them better; we are nearer the markets. We have only to do business on true business principles. We want the markets of the world, and we shall get them if we deserve it.

MR. ED. M. BLANDING, of Bangor, Maine.

Mr. Chairman and Gentlemen:—We have heard from widely different sections of the American Continent; allow me an opportunity to speak very briefly in behalf of the far East. It is a pleasure for me to bring greetings to you from the Board of Trade in Bangor, Maine, the Sunrise State in the sisterhood of commonwealths. Bangor is the most easterly city of its size in the Union; and is the metropolis of the matchless empire of the northeast, already making notable advancement and destined to make far greater progress in that era of prosperity which is to come through the dual instrumentality of President McKinley's administration and the Philadelphia Commercial Museums. I can voice not only the good will and hearty best wishes of the 325 business gentlemen comprising the Bangor Board of Trade, but I can also speak in behalf of the Maine State Board of Trade, one of the pioneer State Boards of Trade in the country, and composed of delegates from local boards with an aggregate membership of several thousands. It would be a source of great pleasure if our friends from the Latin American Republics, who

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have added so much to the enjoyment of this occasion by their presence, could extend their forthcoming excursion as far east as the city of my home; but, realizing that plans already made cannot be interfered with, we submit as gracefully as we can, in the hope that ere another year rolls around they will come again and visit Bangor and the State of Maine. Maine, though far removed from the great business centres, has not been altogether an unimportant factor in the furtherance of commercial interests, the sails of her vessels being kissed by the breezes of every sea, and some vessel from the ship yards of Maine has carried to every port on the globe the proud colors of the stars and stripes. Maine, furthermore, has reason to take particular interest in this International Congress of South, Central and North America; for, as touched upon so eloquently by the nation's Chief Executive, Wednesday evening, this movement is but, in part, the outgrowth of the zealous striving for a closer relationship of the countries comprising the western hemisphere, not many years back strenuously sought by a distinguished citizen of my own State (he was also a son of Pennsylvania), the lamented James G. Blaine. Although the matchless Blaine is gone, Maine has other representatives in both branches of the nation's legislature who can be depended upon to coöperate in the promotion of whatever will advance the commerce, trade, and industry of the entire American continent. In closing I wish to say we not only appreciate the warmth and boundlessness of Philadelphia's hospitality, but we furthermore realize that the business men of the country are under lasting obligations to the able, enterprising and public-spirited gentlemen who have established here an institution of such colossal proportions and far-reaching possibilities. God speed the Philadelphia Commercial Museum.

MR. N. F. THOMPSON, of Johnstown, Pa.

As to the purpose of a resolution I desire now to offer, it is due the officers of the Museum to state that it is not introduced at their suggestion in any way. It is also due to the citizens of Philadelphia for me to state that I had no intimation from any source that they anticipated finding, or would be likely to

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find, this institution a white elephant on their hands. I had no purpose or intention of that kind. Knowing the generosity with which this institution, private as it were, has been thrown open to the citizens of our entire country, I feel that I should wound no sensibility by proposing to place it, if possible, in a wider sphere of usefulness, and establish it more permanently. That is the object of my resolution. Now, the people of this city of Philadelphia have exercised in this the most unbounded unselfishness; and it is my purpose to convey the idea that the people of this entire country owe them a debt of gratitude for doing so, and that they should, to some extent, contribute to its maintenance. Another object was that we might make you understand that, receiving these benefits all over the country, we personally feel that we ought not to be willing to accept them without sharing the burden. These are the sentiments with which these resolutions are offered. They are entirely personal and the impulsive outcome of an inspection of this great work. I feel, perhaps, in connection with them, as my friend from New Orleans did the first day of the session. He said he believed this meeting would prove a second Declaration of Independence, and in that I am not so sure but what he was correct. Should it prove so, the City of Philadelphia, and those who have acted with it, will receive the honors of the people of the future, as they have the lasting gratitude of those of the past and present for the first Declaration.

Now, I will touch what my friend Mr. Farquhar has said. The people of this country feel to a very great extent that they are in thraldom to a power that ought to be more galling to us, as a free people, than that which caused the first Declaration of Independence in this city—a power that is making the business interests of this country shuttlecocks in the hands of politicians and demagogues. Every instinct of American patriotism ought to call for a second Declaration of Independence, and I believe it will come, perhaps as the outcome of this meeting. I can realize that, if this Museum were connected in some way with the government or with its consular service, the possibilities of political tariff tinkering and stock-jobbing would be destroyed,

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and business depression would be removed from our country forever. It would exercise so wide and general a usefulness, that there would be no opportunity for special privileges to any, but equal rights for every manufacturer in our country. These ideas suggested the introduction of these resolutions. Whatever action the Museum may take will be, of course, perfectly agreeable to me. It was in order to express the thought which, as an outsider, I felt in regard to the grand and glorious work which these gentlemen have done, that I submitted them, and if their object can be accomplished, the trade and commerce of America will go where it ought to go—to every civilized portion of the globe.

Mr. Thompson here offered a resolution recommending the Museums to the favorable consideration of Congress, with a view to a national appropriation to its support. The resolution was duly referred.

SEÑOR MAURO FERNANDEZ, of Costa Rica.

Mr. Chairman and Gentlemen:—It seems to me that all the foreign delegates, when they leave here, have a double task: first of all, the information which they are to supply must be of their respective countries, and of the means to enlarge or establish trade between the United States and them; and second, to bring effectively home to our countries the knowledge we have gathered all through this country, and specially of the institution in which we feel now so deeply interested. We cannot fulfill the second part unless we have an exhaustive look at this institution. The Museums are an object lesson, and we can instantly see what they contain; but we know very little of the *modus operandi* of the great centre of this institution called the Bureau of Information. Therefore, it seems that our foreign delegates ought to study it out, and I move the following resolution:

"That, to-morrow the officers devote an hour or two hours to showing us this Bureau, and to giving us all possible information, so that when we leave Philadelphia this week we may carry with us the necessary knowledge in regard to this Bureau of Information, so as to spread it in our own countries."

Motion carried.

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DR. WILSON.

In the meeting as a committee of the whole, yesterday, a number of resolutions were agreed upon to be presented to the full meeting of the Advisory Board, which I will now submit in due sequence:

"*Resolved,* That every delegate should consider it his duty to report to the body which he represents, such full and detailed information, combined with such earnest practical suggestions, as shall tend to make that organization an effective aid towards the development of this institution."

The resolution was adopted.

The next resolution was:

"*Resolved,* That the Executive Committee be instructed to prepare hereafter a programme for business and to place the same in the hands of all affiliated associations in this and foreign countries, so as to reach the delegates at least sixty days before they start from their homes for the meeting."

The resolution was adopted.

There was also a resolution to recommend to the several nations the importance of securing, in every instance, complete collections here from all foreign countries to represent their raw and natural products and all other things that could find import into this country, the Museum being the depository to place it before the manufacturers. This carried a provision that each Vice-President for the different Republics should be the effective vehicle through which that action shall be taken.

The resolution was adopted.

It was also

"*Resolved,* That the delegates of each group be requested to consider themselves a committee charged with the duty of preparing a report, and sending the same to the Advisory Board of Trustees of this institution on or before the date of the close of the tour of observation; which report shall contain recommendations for promoting trade relations, with such specific information upon trade subjects as they may find possible or wish to embody in this report."

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There was an understanding in connection with this resolution that if more time were needed to collect data, it should be extended.

SEÑOR FERNANDEZ.

I wish to propose an amendment to this resolution. We are to report to the respective centres of our countries and this institution about our tour of observation. Now, there should be two reports; one sent here and another sent or addressed to each of our countries. I think it could be done, because, if we are to work, we shall have to send forward to our committees in our respective republics a report of what we have seen, what we have learned, and what we suggest; and therefore, to send such a special report it must comprise our suggestions. I propose an amendment to the resolution:

"That, in this report addressed to our respective countries, we have a special chapter on the means which, in our opinion, would best increase and extend the commercial relations between the United States and our respective countries."

The resolution as amended was carried.

DR. WILSON.

A resolution was also passed requesting the delegates to hurry forward advices to this institution concerning the method of packing and transportation, and all other information which might be of great aid in the exportation of goods; it being especially desired that sample-packages, photographs and everything which would illustrate the methods of transporting and of placing goods in these countries, be furnished, so that the same shall be as fully as possible illustrated here.

The resolution was adopted.

MR. ARBUCKLE.

Without any particular preliminary remarks, I would like to read this resolution:

"WHEREAS, in view of the grand work that has been accomplished in the inauguration of the Philadelphia Museums,

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rapid communication is highly important, in order to render their operations most effective in a practical bearing upon securing the trade of South America; be it

"*Resolved,* That measures be taken immediately towards the establishment of an American line of steamships to run to Latin-American ports. It is the sense of this meeting that said line—in order to place it on a substantial basis and an equal footing with the steamship lines of other countries, which are subsidized until such time as they arrive at a paying basis—should have the aid of the government of the United States, and that measures be taken to secure this end."

DR. WILSON.

It was the sense of the meeting the other day that every important resolution should come before the Committee on Resolutions.

MR. ARBUCKLE.

That was an omission on my part.

DR. WILSON.

All these resolutions came forward in that way.

MR. ARBUCKLE.

It is simply for the purpose of gaining the influence of this institution, which is so great throughout the United States, that I put it now; believing that, if it is passed, it will doubtless have a wonderful effect in bringing about the legislation which is asked for.

MR. BLEAKLEY.

While I am very much in favor of that, I fear that I must rule that it will have to be referred to the committee. There cannot be action upon it now—it would be contrary to our rule. If you wish to refer it to the committee—

SENHOR HITCHINGS.

The wording of this resolution appears to be rather too positive for a meeting of our sort. I am of opinion that this resolution—possibly one of the most important, and one which meets with the general approval of the foreign delegates, be-

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cause we all seek communication with South America—on account of its importance merits the study of a special committee on the subject; and either the Advisory Board will name that commission at the present moment, or, as it thinks proper, a certain number of persons to study and report upon it.

We had a special commission yesterday, and, in the same way, I think, there should be a special commission now. The resolutions of that special commission were put before this general meeting, and something of the same sort should be done in respect to this very important resolution proposed by the gentleman who has just sat down.

DR. WILSON.

In reference to the resolutions which we passed this morning, the stenographer had not time in the night to get them out in exact language. They are not all now precisely as they were given yesterday, but will be formally reported in the same way in the reports. With reference to this resolution, I want to say that I don't believe there is a man in this room that is not most strenuously in favor of it. I may say, as private, what I will ask shall not be reported, and [turning towards the press representatives] I know that my confidence will not be abused by any paper, that there is organizing at this present moment in the United States, a company with a capital of over $12,000,000, which is practically complete, for a new steamship line direct to Southern ports; and there is not any one who is not in favor of that resolution. It is only a question of how we should get it before, or get it passed by, this body.

MR. BLEAKLEY.

Do you wish action taken on it now, or shall we refer it to the standing committee? If you want a special committee to act upon it right away, you can do that.

MR. ANDERSON, of Pittsburg.

It seems to me that if this resolution is universally approved—and time is passing—there is nothing in the way of asking unanimous consent to pass it at this time, notwithstand-

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ing the rules; and I ask now, if that is the wish of the people here, that this resolution be passed at this time.

MR. BIDDLE, of Philadelphia.

I approve of that. I would be very glad to second that motion and ask for its passage here.

SENHOR HITCHINGS.

We cannot vote saying that measures should be taken to get your government to do this, that, or the other thing. It appears to me that it is bringing, in some way, political force into a grand movement which has been thoroughly void of all such influence. Your governments will take the greatest interest in a line of steamers—there is not the slightest doubt about that, particularly when they know that it is the sentiment of every one of the delegates, American delegates here furthering the view of the foreign delegates in this respect. That we should recommend something of the sort, I think no one will deny; but that we should in a peremptory manner decide that measures should be taken to secure an immediate decision with respect to these steamers—I think it is a little beyond what would be wise in a meeting of this sort. I therefore beg to put in the following amendment (as so many gentlemen want to vote on it), that instead of "measures being taken," that "measures be recommended."

MR. ARBUCKLE.

I suggest that the resolution be referred to the committee and they embody something that will suit them.

MR. BINDLEY.

I move, sir, that the names of the committee that was appointed yesterday to take charge of these resolutions, be called out, and these gentlemen be asked to take up this resolution at once and report it to-morrow to this meeting before we adjourn. That will allow them to fix the form of this resolution so that it will meet with the approval of the members present.

DR. WILSON.

We have here this morning a body of gentlemen—that is, our Advisory Board—made up almost solely of the honorable

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foreign representatives of various republics, and this question, I think, with which we are dealing, must put them in a very delicate position. We all know that there is not a member of the South American Republics who would not desire to have our steamship connection and lines renewed; but it becomes a very delicate thing for our foreign delegates to vote a resolution of this kind with a something of enforcement upon our government. I should consider, as this is the last formal meeting, and as the committee practically no longer exists—for it was not a standing committee—that, under the circumstances, the resolution should not come before this meeting without careful consideration and most delicate wording from the committee which considers all resolutions. I say this though my whole heart and thought are in its favor.

MR. BIDDLE.

It seems that this is one of the most important resolutions that we have had before us; and if there is only a difference in the wording (really the wording as it is suggested here is a recommendation), and we amend it and only say "recommend" instead of "should"—I think that we might possibly do it at this meeting.

MR. BLEAKLEY.

There is a question of the propriety of taking it up at all, because the majority of the delegates from the United States have gone home. The majority of the delegates present are foreign delegates. We must not place them in a very delicate position. I think it would be better if Mr. Arbuckle would withdraw the resolution.

MR. ARBUCKLE.

I withdraw the resolution.

DR. WILSON introduced MR. ANDERSON, of Pittsburg, who said:

Mr. Chairman, I am sorry to detain this convention a single moment, but at Dr. Wilson's request I shall make a brief statement. Last winter the Advisory Board was called together to discuss matters of interest in connection with the Museums, and, among other things, advised that it was to the interest of

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the Museum that a committee be appointed to disseminate information, especially through Pennsylvania, in regard to the work of the Museum, and also to create a public sentiment which would inure to the benefit of the Museums in a substantial way. That committee was composed of the delegate from Johnstown, and Mr. Thompson and myself from Pittsburg. We went home and the Pittsburg Chamber of Commerce devised a circular letter, quite *in extenso*, which they approved unanimously, and that circular letter was sent to every commercial body in the State of Pennsylvania and to other parties besides. It affords me gratification to say that we received responses from a very large number (120) to whom we sent these circulars. They responded with the most favorable recommendation of the circular. A large number of the bodies receiving this circular letter had never heard of the Museums, but gave it their most unqualified approval on learning their character and aims. In addition, they insisted that the representatives in the legislature from the various districts to whom this letter was sent should sustain the appropriation of $500,000 to the Philadelphia Museums. This movement was almost universally acquiesced in. I think the Museums are to be congratulated that there was such a general sentiment favoring this appropriation, as well as tending to sustain the Museums in every possible shape.

DR. WILSON.

Of course, an institution of this kind has need of a home. It happened to take advantage of the Chicago Exposition and held together these immense collections from foreign countries. That was its power of existence; otherwise it could not have been established. We must have a home and buildings. Mr. Anderson was the one active member that took the bull by the horns and inaugurated a system in the State which should make everybody support this appropriation. From his correspondence and his work it is that the bill has received unanimous support in every Chamber of Commerce.

MR. BLEAKLEY.

I declare the meeting adjourned *sine die*.

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BANQUET.

On Wednesday evening, 2d June, the Advisory Board and the guests of the Museum assembled in the Philadelphia Bourse, to attend a banquet in which the Museum and the Manufacturers' Club of Philadelphia were jointly the hosts. The Museum participated in celebration of its international and formal opening of the morning, the Club in commemoration of its tenth anniversary. About fourteen hundred guests were seated. At 10 p. m., the Mayor opened the speech-making by introducing General Daniel H. Hastings, the Governor of the State of Pennsylvania.

HON. D. H. HASTINGS, Governor of Pennsylvania.

Mr. Toast-master, Mr. President, Ladies and Gentlemen:—The telegram from Dr. Pepper which brought me here this evening said, "Come down to Philadelphia and extend a word of welcome to our guests." I am here to-night in the name of six millions of people calling themselves Pennsylvanians, to bid you a royal welcome to this State and to this great old city of Philadelphia. I extend a welcome to the honored and beloved President of the United States; I extend a welcome to the Chinese Minister, who is here in person; and I extend the hand of welcome to the Ambassador from Mexico, who had the good taste and good judgment to admire native Philadelphia girls. I extend a welcome to the representative who is here from Venezuela, to the representative from Ecuador; to the representatives from Peru, Brazil, and the Argentine Republic. And I extend a warm welcome to the representatives of the sister-States of our Union.

I am not sure, gentlemen, that the President received a new thought or a new suggestion on his visit to-day to the Philadelphia Commercial Museum. It is true that he found there samples of the native products of every government in the Western Hemisphere, and he also found the market price at which they are sold. He and I had the opportunity to see what the United

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States of America does not produce, but which we need; and we had the opportunity to see what the other governments in the Western Hemisphere need that the United States of America does produce. We both agreed that there was not a government in the Western Hemisphere that would not be benefited by the trade knowledge to be disseminated by the Philadelphia Museums.

Still this is not a new thought for Philadelphia or for Pennsylvania. The idea is an inspiration of those masters of statecraft who framed the McKinley tariff bill—such master workmen as McKinley, Harrison and Blaine. Our hope is that this convention will prove to be an event of national and international importance; that the institution will prove to be a benefit to every government in the Western Hemisphere; that it will demonstrate the true method of commercial reciprocity; and that its aims will find provisions suited to them in the protective measures now before the Congress of the United States, as they could have done in the original McKinley tariff of 1890.

Gentlemen, I bid you welcome—welcome to Philadelphia and her hospitality—and let us here resolve that the time shall never come in the Western Hemisphere when the interest of one government shall not be the interest of all.

MR. THEODORE C. SEARCH, Vice-President of the Manufacturers' Club.

Mr. President, Ladies and Gentlemen:—To me has fallen the pleasant duty of giving voice to the sentiments of earnest welcome which rest in the heart of every member of the Manufacturers' Club, of Philadelphia. In this I am obliged to confess myself an unequal substitute for the honored President of the Club, Mr. John H. Converse, who is sojourning in distant foreign lands; but if you miss his graceful phrases and forceful speech, I trust you will understand that my endeavor is to express for the Manufacturers' Club, as a joint participant with the Commercial Museum in this celebration, the spirit of Philadelphia's heartiest welcome to those who are the honored guests of our city and country to-night.

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It is as a manufacturing community that Philadelphia has won its greatest distinction in recent years, and therefore it seems quite proper on an occasion like this, when eminent representatives from commercial and industrial cities in the two Americas have met together, that a sincere and hearty welcome should come from our great local organization of manufacturers. This welcome is given with all the more cordiality because the Manufacturers' Club, as its contribution to the success of this great celebration, avails itself of the occasion of its tenth anniversary to join the Commercial Museum in giving entertainment to these honored guests.

While the organization which greets you to-night has its home in this city, and while its membership is made up of Philadelphia manufacturers, yet the aims and achievements of the Manufacturers' Club have been more than local in their character and influence. The Club stands distinctively for the great productive industries of Philadelphia and Pennsylvania, the busiest manufacturing city and the greatest industrial commonwealth in the United States.

Those advantages, social, commercial or political, which a business man derives from association with fellow-merchants or manufacturers, form the central feature of the Club's existence and the motive power of its work. There are social organizations of larger membership, political clubs of more potent local effect, and business associations that have aspired to greater achievements; but I know that no man will dispute the assertion that the Manufacturers' Club has made its influence more strongly and effectively felt in the affairs of the nation than can be claimed by any other organization which also embodies local interests of such importance.

It was distinctly the aim of the founders of the Club, not that its aid should be extended to single industries alone, but that its purpose should be to secure to manufacturers as a class the advantages of organized effort and combined energy. As a result a closer relation and a better understanding have been established among the various industries represented in the organization. It is characteristic of the manufacturers of Philadelphia that they

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act as a unit and move with peculiar harmony of purpose whenever occasion requires, and it is to the influence of the Manufacturers' Club that this condition of affairs is due.

The Club has done much for the benefit of the whole country in its efforts to secure just and equitable tariff laws; and through its committees it has performed a national service in directing public attention to proposed legislation harmful to the industries of the country. Through its weekly publication, "The Manufacturer," and through its resolutions the sentiments of the Club have been strongly voiced on all matters of public importance, thus awakening a strong interest in measures and movements calculated to improve the conditions affecting the commerce and industries of the nation. In local and State legislation, as well as in national affairs, the interests of the membership of the Club and the welfare of manufacturers in general have been most carefully and zealously guarded.

A detailed review of the many public services which the Manufacturers' Club has rendered would not befit this occasion. What I have said may indicate in a general way the broad field of usefulness which the Club has occupied, and how adequately the organization has met the demands which have been made upon it. Its past has been full of helpful lessons and experiences which give promise of continuous usefulness and greater achievements than those thus far recorded. Ten years of association in work for a common cause have brought to the thousand members of the Manufacturers' Club intimate acquaintance, mutual respect, sympathy, and toleration among many seemingly diverse interests. Thus our manufacturers have learned through delightful acquaintance and common experiences that all are brothers, that their interests are one and that mutual helpfulness is not only a profitable but a pleasant duty.

It is this spirit of good fellowship, of helpfulness, of sympathy and respect that animates the Manufacturers' Club to-night as it offers its warmest and truest welcome to these friends and brothers from far-off homes and distant shores.

The interests represented in this vast assemblage of business men are many and varied, but there is one topic which we

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can discuss with common interest. This subject is the trade relations of the nations. It has only been within recent years that the manufacturers have taken a prominent and active part in the development of the export trade of our own country. Fully occupied with the opportunities offered by the home market and with the struggle to wrest that market from foreign competition, our manufacturers felt but small interest in the sale of their goods abroad. The expansion and development of our industries under a wisely applied system of protection has given to our manufacturers larger control of the home market than they have ever enjoyed before, while many of our industries are now in a position to reach out for their share of the world's trade. To no one more than to him who now occupies the highest office within the gift of the American people is due the credit for this stimulation of American industries by a judicious application of the protective policy.

By far the largest share of credit for the development of our foreign trade must be given to the export merchants who have stood between the American manufacturers and the foreign buyers, and to the few great trading concerns which have carried American goods to the remote parts of the earth to barter them for foreign products. It is only of late that the manufacturer has become a recognized factor in the export trade by his direct efforts to bring his goods before the foreign buyer. The result of this activity is shown in the remarkable expansion of our foreign trade. In four years our exports of manufactures have increased from $152,000,000 to $253,000,000, a gain of over $100,000,000. Last year there was a gain of over $52,000,000, and this year promises to show a still further increase nearly as great in amount.

But while viewing with the greatest satisfaction this enormous growth of our foreign trade we are fully aware that we have not yet won our fair share of the business that is offered in the world's market, particularly in the countries to the south of us. We do not close our eyes to the fact that we bought from the Argentine Republic last year upwards of $9,000,000 worth, while we sold to that country less than $6,000,000; nor do we overlook

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the fact that while our imports from Brazil last year amounted to $71,000,000, our exports to that country were only $14,000,000. Neither do we fail to note that we obtained $4,700,000 worth of products from Chile last year while that country received only $3,400,000 worth of our merchandise.

We are well aware, also, that from the United States of Colombia we bought about $5,000,000 while we sold in return goods valued at only $3,300,000. Our purchases from Uruguay were about $3,250,000, while our sales to that country were less than $1,500,000. Venezuela, the nearest of the South American republics and one to which we are bound by ties of close friendship, sold us last year nearly $9,700,000 worth of merchandise, and purchased in return $4,000,000. In our trade with Peru, alone of all the South American countries, is there a balance in our favor that is worthy of mention, our exports to that country in 1896 having been $1,000,000 while our imports were about $700,000. Coming nearer home it is satisfactory to note that our merchants enjoy by far the larger share of Mexico's foreign purchases, and while our imports from this Sister Republic in 1896 were about $16,000,000, our exports to that country were nearly $22,500,000. Still the fact remains that out of about $250,000,000 worth of goods which South America buys from the principal foreign nations only about $36,000,000 worth are purchased from the United States, although we buy from South America nearly $109,000,000 worth out of a total of about $450,000,000 worth of merchandise sold by those republics to the outer world.

While these figures show a great disparity between our sales to and our purchases from the South American countries, still we know full well that this condition does not arise from any hostility or from any antagonism; but it is the result of causes not wholly within the control of the participants in this great international traffic. We are learning gradually what these causes are and we are striving diligently to remove the obstacles in the way of trade with our southern neighbors. We are gradually creating new conditions which will give us stronger, closer and freer commercial relations with all Latin America.

The creation of numerous agencies for the promotion of

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our export trade is strong evidence of the intense interest which is being manifested by American manufacturers in all that pertains to foreign commerce. In many of the leading industries manufacturers have united their efforts to extend the foreign trade in their own particular lines. The same desire to broaden our markets has manifested itself in the formation of local organization for practical work in this direction, and likewise in the creation of export associations of somewhat broader scope, but with limitation as to their membership and the extent of their activities.

In a larger field and with still broader purposes the foreign trade interests of the American manufacturers have the powerful aid of two great institutions essentially public and national in their character. One of these, the Commercial Museum, is the centre of your interest upon this occasion. The other is the National Association of Manufacturers, for which, as its president, I am asked to say a few words because of its intimate relations to the Manufacturers' Club and its interest in the work of the Commercial Museum.

These two institutions came into existence about the same time and have a common interest in the promotion of our foreign trade, though working upon different lines and in entire independence of each other. As both of these institutions have their home in Philadelphia they have often been confused in the minds of those who have not been familiar with the work of either. I trust I shall be pardoned, therefore, if I take this opportunity to define in a few words the distinction between the two organizations. The Museum is rendering to American manufacturers a service that is of inestimable value in bringing, as it were, the resources of foreign countries to our factory doors, showing what raw material we can buy abroad and what goods we can sell there. In its vast collection of materials of foreign origin and samples of goods sold in foreign markets, and in its information service, the Museum presents an object lesson of practical value which the world cannot duplicate.

In its influence and in its benefits the Commercial Museum is by no means local; it is a Philadelphia institution only in

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name and location. Its work has as much direct bearing upon the interests of the Pacific Coast manufacturer who is seeking foreign trade as upon the merchant who is within walking distance of the Museum. What Philadelphia money and energy have done in the development of this great aid to commerce has been done for the entire country; and we must view the Museum no longer as a local affair but as a great national institution.

By quite different lines of work the National Association of Manufacturers aims to aid in accomplishing the same final results. The Association is working to carry American manufactures to the foreign markets to establish sample warehouses for the display of American manufactured products in the great trade centres of the world. It was for the purpose of personal study of trade conditions and opportunities that the National Association of Manufacturers sent a commission to Brazil, Argentina and Uruguay last summer. It was to the same end that a special commissioner of the Association spent some months in Japan a year ago; and for a similar purpose a representative of the Association has recently been making investigations in Venezuela, where an exhibition warehouse will soon be established. Another committee of members of the Association spent some weeks in Mexico last year in preliminary work upon plans which are designed to bring us into closer commercial relations with our great sister Republic, and from which large results are hoped.

Having presented these facts to show how actively and with what determination the manufacturers of the United States have taken into their own hands the development of their foreign business, and also to show you how numerous and how efficient are the agencies they have employed for this purpose, permit me in conclusion to call your attention to the deeper and more far reaching significance of this gathering. In the two Americas are at work forces destined to solve some of the profoundest sociological problems of the times. It would seem as if Nature had intended these two continents to be the home of untold millions; for both Americas have natural riches seemingly inexhaustible and for value beyond computation.

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Around these two continents sweep great oceans which seem to set these lands apart from the rest of the world, as if they were created for a peculiar destiny. Within these continents are many people speaking different tongues and having different racial characteristics. Although separated, often by thousands of miles of sea or land, yet the political institutions of all the American nations have a common basis in the principle that government derives its just powers from the consent of the governed. Each country in both Americas has gone through like struggles to secure recognition of this principle and to maintain it against the greatest odds; and in each case the struggle has cost blood and treasure and priceless lives. In the two Americas freedom seemingly is in the very air, and no people breathe that atmosphere long who do not wish and who do not dare to be free.

The condition of these two Americas, with so many characteristics in common, presents to-day an interesting field for study. The problem of making safe and permanent governments of the people, by the people and for the people is finding solution, and everywhere the people of these countries are turning their attention more than ever to the arts of peace. Commerce, the world's great harmonizer, as the next stage in the evolution of these countries, has now taken up the task of equating the industrial differences between the American republics. It is not alone in articles of use or of luxury that exchanges are being made, or are to be made, between these countries, but in the field of fruitful ideas there is a similar interchange that promises to be greater in the future. Out of this exchange of ideas, only possible when people come together under the stimulus of a common interest, there grows a genial sufferance of difference of opinion and a respect for differences of methods. Little by little, however, these differences either wholly disappear, or are modified to the extent permissible by the peculiar genius of a people. The spirit of man thus becomes more flexible and he learns the useful lesson of toleration and mutual helpfulness.

It was James G. Blaine who appreciated most keenly this great equalizing value of international commerce, and it was his prophetic vision which first saw both the immediate and remote

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effects of the commercial union of the two Americas. He saw that in essential principles the governments had a common basis, and that the people had common political experiences and aims. Each country had relatively different products which were not essentially in competition with each other. Such conditions have never existed in the world before, and in the master mind of the great American statesman there grew and developed the idea of an American solidarity, in which the nations of the two Americas, with their common political aims and aspirations, with essentially different productions, were to work out the highest evolution of free liberty-loving people.

Well do we remember how, in the latter days of Mr. Blaine's life, his great energies were devoted to a realization of his ideal commercial union. The Pan-American Congress was the first step in this work, and masterly were the plans laid down at the assemblage for uniting in industrial and commercial bonds the two American continents. If I mistake not some of our honored guests from South America were also present as participants in that great international conference of trade and diplomacy. Commercial reciprocity was the next step, and it is a fact of happy augury to-night and more than a coincidence, that the first tariff bill in which the principle of reciprocity was recognized was framed by the man whom the people of the United States have honored by making him their President, and who honors this great occasion by his presence to-night.

The forces at work tending to unite the two Americas are irresistible. It is something more than a mere commercial or business advantage which leads these countries to seek each other. It is rather a union of hopes and aspirations having a common basis and looking to a common outcome, the dignity and welfare of man. Thus it was that North America sent a commission to South America and that now South America returns the visit under the happy circumstances attending our gathering to-night. Thus the bonds uniting the two Americas are made stronger and the moral obligation to sustain and promote each other's welfare becomes the duty and the need of the hour.

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SENHOR SALVADOR DE MENDONÇA, Minister of Brazil to the United States.

Gentlemen:—The members of the Diplomatic Corps who represent the nations of America in Washington, have asked me to speak for them on this important occasion. An authority in diplomacy said last year that the most successful of the diplomats is the one who is never spoken of. I could add the one that never speaks in public. I am aware of the difficult rôle assigned to me by my kind friends.

This is a solemn occasion. We have to-day, on this historic ground, in the very city where Independence Hall is situated, and in the Keystone State of the American Union, raised the corner stone, so to speak, of an institution destined to gather under its shield varied exhibitions of those natural resources of American nations, which constitute the bulwarks of this continent. All nations have been invited to take a share in forming ample expositions of the products of every zone and every sphere. Every active community will be invited to work in this mighty undertaking. At the call of any of the merchants of this continent, the officers of the Philadelphia Museums will disseminate its information to every point of the continent. Such is the mighty movement formally inaugurated to-day. Its future can be conjectured but not reckoned.

We are all Americans, met around this convivial board—hosts and guests—for the better establishment of a spirit of good feeling. This spirit is based on the union of interests—a sentiment like to that which actuates the merchants and manufacturers of the United States, who go to Washington to plead a common cause under the dome of the capitol; and where they insist that the spirit of the age ought to be one of reciprocity, not of retaliation.* There they maintain that, while the North and South have different products, some of our raw material is as necessary to you as some of your manufactures are indispensable to us. But that which is most necessary is to harmonize. Our interest should not be allowed to conflict.

* The Tariff bill of 1897 was then pending in Congress.

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These delegations to Washington must call the attention of your Congress to every important point at this eventful hour. They must say that the wool of Chile shall not be discriminated against in favor of the carpet wools of Australia and the Argentine Republic. They must say that when the shoes pinch in Massachusetts they shall pinch equally in every other State. They must say that to tax our goat skins is to decree that your ladies shall go bare-handed, or that you will pay double prices for your gloves. They must say that to tax the fibres of Brazil and Mexico is to decree that ropes, bagging, and other like textures shall be made so dear that the production of these articles in India can close your factories. They must say that to tax rubber is also to shut your factories; that you will buy your shoes, belts, buttons, and bicycle-tires in Europe or in Brazil, or that the production of these articles must go outside because the supply of this raw material already falls short of the requirements of the world. I assume they must have said already that what is desired is the interchange of the products of both continents, and that treaties of commerce must be established for a sufficient number of years to give the necessary stability to our trade relations. Our purpose must be reciprocity, and reciprocity alone:—all attempts at coercion on either side would prove futile.

If the representatives of your merchants and manufacturers will say all this I shall tender them my most sincere thanks on behalf of my colleagues. If my surmise that they intend to do so, or are doing so, is not right, then the opening to-day of this Museum to industry will be equivalent to the opening of the temple of Janus, the Roman God, the doors of which were always closed during the time of peace and open in the time of war. But there will be no war. We have past beyond all that in these lands of ours. Sovereignty resides, here in this hemisphere, in the people, and the people have very long heads. The eloquent words that were uttered to-day by the President of this nation are guarantee enough of the preservation of harmony, good understanding, and fairness in dealing. Consciousness of its rights and respect for the rights of others are the two principal traits of this nation, which, in a little over a century, has come to

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the front rank of the Powers of the world, not by brutal force, but by the cultivation of the arts of peace. In the course of time the Brazilian from the Southern Capital of my motherland will commend the ministry of Batavia and announce its greatness; and the citizens of Cuba will proclaim in front of the Escorial the passing away of oppression, from the gates of the Bay of Valencia to the Straits of Magellan. The mighty machinery of freedom will be in action, controlled by the combined genius of the races allied in your language, the Saxon and the Latin. And the only power needed to achieve this end is the good-will of the American Republics to each other. Friends, friends, we are building better than we know.

HON. RICHARD OLNEY, Ex-Secretary of State.

I am much indebted to you, Mr. President, for the opportunity to be present at this gathering. I must nevertheless be allowed to observe that I entertain a profound and, I believe, a just prejudice against that mixture of eating and orating which is so prominent a public function among English speaking peoples. In my judgment a man must always be either too full of his speech to make a good dinner, or too full of his dinner to make a good speech. There are, I admit, a few gifted ones who can exactly hit the happy medium, who can combine dinner and speech in just the nice proportions necessary not to spoil either. I am prepared to go further and add that an uncommonly large proportion of those fortunate beings seem to be here present. I am not of them, however, and as my one chance of making myself in the least acceptable is by exceeding brevity, I hasten to say that I have taken some pains to be here at this time because I heartily sympathize with the objects of the Philadelphia Museums and have entire faith in their accomplishing great results.

Travel, seriously and intelligently directed, has always been rightly deemed to be liberal education in its most effective form. There is nothing like it for at once broadening and sharpening the intellect, for giving a thorough insight into human nature, for furnishing adequate equipment for any vocation or business. But travel costs, both in time and money, and can be afforded

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by a comparatively few favored persons. For travel an institution like your Museums offers the best possible substitute, and deserves the highest praise and encouragement, because it puts the most considerable advantages of travel within the reach of all who are likely to profit by them. Your Museums, indeed, are but a device by which, for practical business purposes, foreign countries come to us instead of our going to them; by which their raw materials and manufactures and the crucial facts respecting them are brought to our doors for our information and examination, instead of having to be sought by expensive journeyings to other lands. That the result must be a great impulse and a great extension to our trade and commerce can hardly be doubted. To reach a different conclusion, it must be argued that the American business man is the inferior of the business man of other countries; that he lacks skill, invention, initiative, enterprise; that, with ample knowledge as well as capital at command, he will allow his foreign rival to outstrip him in that nice adaptation of means to ends and that close calculation of events, which, in these days of keen competition, are absolutely essential to commercial success. But no such belief will be avowed and no such doctrine will be preached, I am sure, either here or elsewhere.

The Anglo-Saxon in America has lost none of the qualities which have for centuries made the race predominant in the history of the world's trade and commerce. Generally all he asks is a fair field and no favor. Put specifically there are two things he is entitled to and which cannot be denied to him without serious prejudice to the general public welfare. One thing is free and full access to all the markets of the world. They are rarely, almost never, effectively shut to him by the direct action of any foreign country. When the doors are really closed it is almost always by our own act by legislation which seems offensive to foreign States, which puts their products under a sort of ban and excludes them from our markets, and which disables their citizens from buying of us by disabling them from selling to us. Surely, any such policy effectually arrests the development of trade and, if ever justified by extraordinary and temporary conditions, is to be strictly limited by the requirements of those conditions.

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If the American man of business wishes all the world for his customers, another thing he wants almost as badly is to reach them with his wares without necessary dependence upon the marine of any foreign State. He wants to conduct his foreign trade in American bottoms under the American flag. He wants to feel that the more he exports and the more he imports, the more he is building up what should be the most important industry of the country. Sea-power, as an officer of the United States Navy demonstrates in a recent treatise conferring almost equal lustre upon himself and his country, sea-power is an essential element both of national security and national greatness. This conviction seems to be now thoroughly implanted in the popular mind and is largely responsible for the new birth of our navy and for its rapid and steady increase in numbers and efficiency. Yet it is not to be forgotten that men-of-war for a nation that is without the vessels of commerce is almost an incongruity, and that the true basis of a navy is a merchant marine. The business man of this country, therefore, who longs to see its foreign trade conducted, to a reasonable extent at least, under the Stars and Stripes, who dislikes to have its flag a curiosity in the ports and the havens of the world, who blushes to realize that the United States cannot send even its offerings of charity to their destination beyond the seas except in some alien craft, who objects to one great power sequestering the highways of the ocean, and who insists that his own country ought also to use them and to have a use for them, that man is not to be regarded as a mere sentimentalist. What he desires as matter of natural feeling is also demanded by the welfare, the greatness, and the honor of his country. In this regard, were there room for doubt, we have but to invoke the history of that people from whose loins we have sprung—of the "sceptr'd isle" "set in the silver sea," whose constant, steadfast grasp of sea-power has stretched her originally narrow boundaries until she is second to none in dominion upon the land.

I shall detain you a moment longer, Mr. President, only to express my gratification that the Republics and peoples to the south of us are so largely and ably represented on this occasion.

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The political friendship between this country and all the States of the American continents has often been proved and is not to be gainsaid. Friendship between governments, however, is entirely consistent with a lamentable want of knowledge of each other on the part of their respective people. That such ignorance of one another exists—as between ourselves on the one hand and the citizens of the several sister Republics of America on the other—is a fact which is not to be denied, and is of injurious consequences to all concerned. Nothing could be better adapted to remove it than the present visit to us of leading business men from the South American States. It will tend to dispel racial prejudices, to promote mutual respect and regard between influential personages of the respective countries, to diffuse most necessary and desirable knowledge respecting their men, manners, institutions, resources, and progress in the arts and sciences. As the grand result, it will show, I believe, that the countries concerned are natural allies, commercially as well as politically. Trade does not of course, like kissing, go by favor. Its sure and only basis is selfish interest. Every nation means to buy in the cheapest market and sell in the dearest and, as a general fact, if any considerable period be taken into account, does so buy and sell. The more intelligently and exactly the test of selfish advantage is applied, the more inevitable will seem the conclusion that intimate commercial intercourse between the several States of this Hemisphere is one of those things which is ordained by natural laws; which can be only temporarily checked and limited by artificial conditions; and which, permanently and in the long run, will be found exclusive of substantial competition from any quarter. You are right, therefore, Mr. President, in giving to the visitors to this country here present a most cordial welcome. Nothing could be more appropriate or more opportune than their attendance upon the exercises of this occasion. It may be anticipated with entire confidence that all they see, not only here but everywhere else, during their stay with us, all they hear and all they do, will but multiply and strengthen the commercial as well as the political ties by which the United States and the countries they represent are already joined together.

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HON. WU TING FANG, Minister from China.

Mr. President, Ladies and Gentlemen:—I rise to speak with great difidence, after such eloquent speakers as the honored gentlemen who have just spoken. I must say that I have never listened to so much eloquence in my life as I have heard on this occasion. Believe me, therefore, Mr. Chairman, it is as my duty that I ask the ladies and gentlemen for a few minutes' indulgence.

Gentlemen, although this is my first visit to Philadelphia, I have heard, before my coming here, of this great city, famous for being a great educational centre of the United States; famous as having turned out many of the most gifted men in the world; famous for industries, products, and manufactures which have spread to the four corners of this earth; and, not least famous for its kindness and hospitality, as this splendid banquet more than testifies.

Gentlemen, I have to-day been examining your Museum which the Chief Magistrate of this great nation has formally opened, and I have been instructed and impressed by its greatness, its grandeur and its magnitude; by its order and perfect system. Everything that goes on there is conducted with the greatest regularity and with perfect system. If I may be allowed, I congratulate the eminent Dr. Pepper and all the ladies and gentlemen who are associated with him in carrying out this great undertaking. I predict that this great celebration will be productive of good, not only to Philadelphia, not only to the United States, but also to the world at large.

This world-wide-known institution will attract men from all parts, who will visit it and avail themselves of its services, and they will learn to know its value. The result will be that the traffic of this country with other nations will be greatly increased. It will also have this effect, that men coming here to this Museum will come in contact with people of all nationalities; they will understand each other better; they will establish closer relations between this and other countries; and they will consequently be more cordial and friendly.

I see here present at this banquet eminent representatives from the different parts of America and from other countries.

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This is assurance of the existence of friendly relations between this country and their own. As for China, I must remind you, gentlemen, that her foreign trade with different countries I find in 1895 to have been, in rough figures $330,000,000, of which $20,000,000 belonged to this country, and of this, $5,000,000 represented its exports to China.

Gentlemen, I have heard some say this is good. Yes, it is good so far; but I think you will agree with me that, considering the enterprising and commercial spirit of both countries, and of the vast populations, especially that of China, this amount is not what it should be. It ought to be doubled and trebled. But then, gentlemen, what shall we do? Every day steps should be taken to increase the traffic, and it comes to my mind that no better means can be found than in Museums, such as now exist here. These are capitally adapted to that end and purpose, because, attracting people from all parts of the country, they permit them to see the products of China here on exhibition. As one of the greatest and ablest speakers has said, it will lead them to see the advantages of commercial reciprocity. I hope, by means of this great institution and by other means, that the trade between China and this country will soon, not be counted by tens of millions, but by hundreds of millions.

Gentlemen, it is late in the evening and I will not detain you longer, as some eminent gentlemen are to follow me; but, before concluding, I must express my deep gratitude for being invited by the Mayor and the various gentlemen connected with this Museum to be here this evening, and to be with you at its formal opening by the Chief Magistrate of your country, than whom there is no more popular man.

Gentlemen, I thank Governor Hastings for extending this courtesy, and I again thank the President and various officers of this institution on behalf of the gentlemen with me here for having been so magnificently entertained.

PRESIDENT MCKINLEY.

Mr. Toastmaster, Gentlemen of the Manufacturers' Club and delegates to this National Convention, Ladies and Gentlemen:—For the cordiality of your reception I am indeed grateful,

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although from my recent experience in this great city it is not wholly surprising nor unexpected. A recent visit to your city gave me an opportunity to feel the warm heart-touch of the people of Philadelphia and to enjoy their splendid and boundless hospitality. I must tell you that from first to last I have been deeply impressed with the scenes witnessed in Philadelphia to-day. I have seen the remarkable spectacle of the representatives of all the American Republics, and the products of their skill and soil in one great warehouse arranged for comparison and observation. The first great convention of these Republics was organized by the matchless diplomacy of that splendid American, James G. Blaine. Seven years ago he brought representatives of the governments of this continent together and taught the doctrine that general reciprocity in trade required reciprocity in information. It was his genius, with that of many gentlemen I see around this board to-night, that originated the Bureau of American Republics located in the Capital City, which has already done much good and which, I believe, will yet play an important part in our trade-relations with the people under the governments supporting it. My fellow citizens, there is no motive to urge people to produce unless they can find somebody to take what they furnish. The maker must find the taker. You will not employ labor to make a product, unless you can find a buyer for that product after labor has made it.

Gentlemen, I am glad to meet the representatives of the American Republics here to-night. I am glad to meet representatives of the governments of all the world here to-night. I have met the manufacturers of Philadelphia and of the State of Pennsylvania before. I met them in the days of their highest prosperity. I can not avoid meeting you if I would, and I would not if I could, in this your hour of somewhat prolonged adversity. But let me tell you, my countrymen, that resuscitation will not be promoted by recrimination. The distrust of the present will not be removed by a distrust of the future. An optimist makes a better citizen than a pessimist. We must be patient, for much as we may want to move out of the old house we can not do it until the new one is finished. A tariff-law half-made is of no prac-

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tical use, except to indicate that in a little while a whole tariff-law will be done. Our new one is making progress. It is reaching the end, and when the end comes we shall have business confidence and industrial activity. Let us keep stout hearts and steady heads.

The country is not going backwards, but forwards. American energy has not been destroyed by the storms of the past. It will yet triumph through wise and beneficient legislation. Philadelphians have in the past shown what busy industries and well employed labor can do to make a great city and a contented population. They don't mean to accept the present condition as permanent and final. They will meet embarassments as they have bravely met them in the past, and in the end will restore their splendid industries and magnificent labor to their former condition of prosperity. Philadelphia is but the type of American pluck and courage everywhere throughout the United States.

SEÑOR FERNANDO FERRARI-PEREZ, of Mexico.

Mr. Chairman and Gentlemen:—In my capacity as special representative of the Mexican government to the first International Congress of the Philadelphia Commercial Museum, it gives me extreme pleasure to have the honor to transmit to the most popular citizen of the United States, President McKinley, the very cordial greetings of the most popular citizen of Mexico, General Porfirio Diaz. Having fulfilled this agreeable duty given into my charge, I have the honor to direct a few remarks to the distinguished gentlemen gathered here for the celebration of the International Opening of the Philadelphia Museums.

Commerce, like all the great manifestations of human activity, is a struggle, but at the same time it is of all struggles that which has contributed most to the consolidation and development of civilization. It is the outcome of our condition of impotence to create individually all that we require in order to satisfy our wants. This struggle had a very powerful influence, first, in the constitution of societies, and later in that of nations. When once nationalities have been created, we may observe that,

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in the remotest antiquity, the most active and energetic have exercised the greatest influence in the world, marking for themselves through these enviable qualities a place in history. Thus we have the Phœnicians, those renowned merchants or "providential messengers," which poetical name Lucianus has given them, who, in spite of the insignificance of their territory and of being almost always under a foreign yoke, knew how to overcome that by their activity and genius, and to all parts they carried their good taste and their knowledge in agriculture, nautical astronomy, and arts, besides also the commerce which they monopolized.

Their successors, the Greeks, developed their knowledge to such a degree of perfection that we "moderns" can hardly boast of having surpassed them. The greater part of the sympathy now directed towards Greece in her sad, actual condition is but a tribute of admiration for her glorious past, commercial as well as artistic.

Rome, the successor of this nation, with her administrative and organizing genius, knew how to extend her dominions and generalize her ideas to such a degree that, in spite of the nullification of her authority by the social hurricane of the fifth century, her tongue, her laws and her traditions are still alive.

It is not my intention to lecture on commercial history, which you know much better than I myself, but, by means of these facts, I wish to emphasize the great importance of the Congress in which we are participating, in order to do justice to its organizers.

Four years ago the admirable and important Museums of Philadelphia, for whose inauguration we have come hither, did not exist; but a group of persons, finding inspiration in history, proposed to themselves, with the purest patriotism, to do something practicable for the benefit of the American continent, and so they founded these Museums. If, in such a short time, they have accomplished all this, we may presume, taking into consideration their intelligence, energy, and activity, and also the resources of the country, that their work will convert all America into a Phœnicia, a Greece and a Rome of the twentieth cen-

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tury. I take therefore with pleasure this opportunity to express my profound gratitude for their desire to transmit henceforth part of their glory also to my country, and to congratulate them cordially on their important work and its results, in the name of the government and the commerce of my country, as well as in the name of my fellow delegates in this Congress.

Since there is not the slightest doubt that the organizers of the Museums will attain their proposed ends in a time not very distant, I can assure them that they may count on Mexico as a decided co-operator. Within the limits of her geographical position and the restrictions imposed by the cordial relations which she cultivates with other nations, she is ready to contribute to the ideal of the American population, that is "America is for Americans."

SEÑOR FERNANDEZ, Ex-Minister of Finance, Costa Rica.

I have great pleasure in addressing you upon the occasion of the formal opening of the Museums. When a country has reached the stage this country has, and has gathered such a stock of material, intellectual, and moral wealth as the United States of America exhibits all through its territory, in the shape of roads and railroads, telegraphs and telephones, buildings, public and private institutions of all kinds, manufactures of all kinds, and industries of every description; when it teaches its youth in schools, colleges, academies, universities and churches, which supplement one another, developing and strengthening men for the struggle of life, making it light everywhere and quenching the spirit of war in an exhausting search for truth; when its altruistic feelings attain to those choice fruits of mercy, hospitals, infirmaries, schools and homes for the blind and deaf and dumb, and even in societies to protect animals from cruelty, then, Mr. President, then, gentlemen, such a country is really civilized. Then it is nationally strong, and its citizens can rejoice over the reality of a fatherland. The course of the founders of the American comonwealth has been the main factor in securing the blessings that the people of the United States enjoy, and I mean by founders of the American commonwealth, not

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only that brilliant man, the immortal Washington, but all others who have led in the nation as a whole, and in the States. These institutions have grown out of the direction and example set by the forefathers. Gentlemen, I propose a toast to the memory of the founders of the American Commonwealth, and to their sons in Pennsylvania who,—by the institution of the Philadelphia Museums,—show themselves worthy of their ancestry.

HON. JOHN DALZELL, of Pittsburg, Member of Congress.

Ladies and Gentlemen:—I desire to make my acknowledgements to the Managers of the Philadelphia Museum and of the Manufacturers' Club of Philadelphia for the privilege that I enjoy as their guest here to-night. I assure them that I consider it a distinguished honor to be permitted to take part in the interesting ceremonies of this week. When I look out upon this splendid audience, embracing so many men of distinction, representing different nationalities and diverse and important interests, I am impressed with the gravity of the occasion and with the possibilities that may grow out of it.

It may mean, and I trust it will mean, more intimate and cordial relations between Pennsylvania and her sister States on the one hand, and our sister American Republics on the other, to the increasing and lasting advantage of both.

It is peculiarly fitting that, in any enterprise which looks to the securing and maintaining of additional trade facilities for the United States, Pennsylvania should take a leading part. From her earliest history down to the present time she has been pre-eminently a manufacturing State, an acknowledged leader as "an organizer of men and of industries." More than one hundred and fifty years ago a testy English Deputy Governor of Pennsylvania, in denouncing her Quaker inhabitants, complained among other things of the industries that they persisted in establishing. Not long ago a distinguished United States Senator referred to Pennsylvania as a State "which perhaps, more perfectly than any other civilized community on earth, represents every interest and employment of civilized man:—the farm, the

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factory, the mine, the railroad, commerce, manufacture, agriculture; which reaches out one hand to the commerce of the Mississippi Valley and the Gulf, and with the other, like Venice, espouses the everlasting sea."

It would be impossible within the brief compass of an after-dinner speech to take any adequate measure of Pennsylvania's relation to the industrial and political evolution of the United States. The questions involved are not material only; they reach into the domain of ethics and of social life. "The progress of society is not moral progress, or intellectual progress, or material progress, but it is the combination of all the three." So says Professor Fiske, and truly. That is a narrow conception of wealth which seeks to divest it of its human element, of individual character and effort.

It will be admitted, without calling in detail for proof, that Pennsylvania possesses all the material potentialities of a great and prosperous State.

She is an empire within herself. Reaching from tidewater to the great unsalted seas, her territory embraces more than six degrees of latitude, and an area of 45,000 square miles. She has a population of six millions of souls, almost equally divided between cities and towns where men engage in manufacturing, mining and commercial pursuits, and country places where men are devoted to agriculture. Her hills and valleys are the store houses of unestimated wealth in coal, ores, clays, quarries, petroleum and natural gas. By her rivers she has easy access to the sea. She owns one-tenth in value of all the farm lands of the United States. Fertile fields, the fruitful source of agricultural wealth, raw materials in abundance and unexcelled facilities for supply and distribution, the sources of manufacturing supremacy, what other elements are needed to enable the inhabitants of this richly dowered territory to take their place in the vanguard of society's march to a higher civilization? None, I answer, with which God in His providence has not furnished them.

More than 200 years ago the great Quaker, whose impress upon Pennsylvania no length of time can erase, wrote,

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"After my waitings, watchings, solicitings, and disputes in Council, my country was confirmed to me under the great seal of England. God will bless and make it the seed of a nation. I shall have a tender care of the government that it be well laid at first." And so he had.

The government he founded preceded the Declaration of Independence by almost a century, and by the same length of time preceded a recognition, in essence, of its principles. Harken to William Penn as he declares the fundamental truth that "free government is that government in which the laws rule and in which the people are party to the laws." Wise man that he was, he faced the fact that effective law is only crystallized public opinion, and that no law is effective unless public opinion be behind it.

"Governments like clocks," said he, "go from the motion men give them, and as governments are made and moved by men, so by men are they ruined too."

"This is the praise of William Penn," says Bancroft, "that, in an age when Harrington and Shaftesbury and Locke thought government should rest on property, he did not despair of humanity, and, though all history and experience denied the sovereignty of the people, dared to cherish the noble idea of man's capacity for self-government and right to it. Conscious that there was no room for its exercise in England, the pure enthusiast, like Calvin and Descartes, a voluntary exile, was come to the banks of the Delaware to institute the Holy Experiment."

The centuries of popular rule have added nothing to the liberal maxims of the government that Penn laid well at first. Brotherly love for all men was the corner-stone. Liberty of thought, speech, press, and tolerance of creed, laws for their security, education for the ignorant, reform for the guilty, these are the cap-stones of the temple, whose stately arches and wide open portals bade a welcome to all the oppressed. And they came; Swedes from the land of Gustavus Adolphus; the tolerant Dutch; Quakers; fugitives from the prisons that had held them for conscience sake; Scotch-Irish aflame with the zeal of John Knox:

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lovers of liberty all, destined to work out in time the material and moral greatness of our good old Commonwealth. No man can read the history of Pennsylvania as a colony without being struck with the continued and uncompromising assertion by the colonists of their individual rights. Deputy Governor after Deputy Governor gave up in despair of making any encroachment upon these claims of right. It is recorded of one of them that he said, upon yielding up his office, "'Tis a good day. I have given and do unfeignedly give God thanks for it."

From the framing of government by Penn down till the time when Pennsylvania became a part of our Constitutional Union her history is a record of a gradual advance in a scheme of civil-liberty. It is a record also of the wise utilization of all the natural advantages that belonged to her, and of an industrial evolution the most remarkable of any in the history of the States. It was not political independence alone, but industrial independence also, that was Pennsylvania's policy. Her policy always has been that of Alexander Hamilton, who declared that "if manufactures should once be established and take root among us they will pave the way still more to the future grandeur and glory of America."

When we deal with the industrial achievements of the United States, and with Pennsylvania's relation thereto, even dry figures become eloquent. I may not stop now to do more than suggest by way of outline. Think of the output in a single year of 136,000,000 of tons of coal? and then remember that two-thirds of this total were produced by the single State of Pennsylvania. That means the employment in that State in that single industry of over two hundred thousand men, and the support of one million human beings. In those industries that lie at the base and are the test of our civilization, iron and steel and the textiles, Pennsylvania excels. In 1890 the total output of pig-iron by the United States was nearly 10,000,000 tons, Pennsylvania made the half of it. In 1893 the total output of steel was over 4,000,000 of tons. Over 3,000,000 were produced by Pennsylvania. In 1890 the United States produced over $338,000,000 worth of woolen goods. Pennsylvania made more than any

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other State and one-fourth of the whole. Of American carpets she makes nearly one-half of all made, and one-fifth of the total of textiles.

There are within her borders thousands of miles of railroad, and her great corporation, the Pennsylvania Railroad Company, alone controls altogether nearly 9000 miles.

Not to enlarge, Pennsylvania's industries include almost every article of necessity, of comfort, and of luxury. They cover the entire field of the arts of peace and furnish the appliances of offensive and defensive warfare; manufactures of foods, of cottons, woolens, silks, carpets; manufactures of wood, of leather, chemicals, glass, machinery, steel and iron in all shapes and forms from a needle to an armor plate; manufacturers of everything essential to the industrial independence of a people politically free.

Penn's tolerant laws gave its bent to Pennsylvania culture, and turned it in the direction of science and scientific research. Free from coercion of conscience, in the atmosphere of liberty of thought, men's minds naturally turned toward the domain of science. The genius of Franklin, undoubtedly evoked and stimulated by his environment, introduced us to the most potent natural agent that the world has yet known, and inaugurated a revolution of which the end is not yet. Rittenhouse, a born mathematician, more than one hundred and twenty-five years ago ranged Pennsylvania, a mere American colony, alongside the great nations of Europe in taking astronomical observations. John Bartram, the earliest of American botanists, was pronounced by Linnæus the greatest natural botanist in the world. Beginning with Rush, a long line of distinguished Pennsylvania names adorns the history of American medicine. Including John Bannister Gibson, an equally long line of distinguished Pennsylvania names adorns the history of American jurisprudence. Schools, academies, institutes devoted to science and the mechanic arts, are all around us in this great City of Philadelphia, living testimonials to the generous impulses, the cultivated tastes and the progressive thought of her citizens. In that hall in the National Capitol where, in marble and in bronze,

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are the statues of the great Americans whom their States have decreed to honor, Pennsylvania has placed as her contribution to the galaxy her soldier Muhlenberg and by his side, suggestive of the character of her genius, Robert Fulton, the inventor, a conqueror in the arts of peace. I would that she might be permitted to make another contribution so as to place there the commanding figure of him to whose memory her common-school system is a monument more enduring than brass, her great commoner, Thaddeus Stevens.

The sources of such greatness as Pennsylvania has are not hard to find. Among them are her government, founded upon the idea of popular sovereignty and embodying the most tolerant and humane policy for the elevation and reformation of man; her early abrogation of the slave-system, against which she raised the first ecclesiastical protest, and gave to America the first book in its condemnation; her recognition of the dignity of labor, and the fortunate enjoyment, during most of the time, of a policy which makes those of its own household and not others the first object of governmental care.

But I may not leave unsaid the story of Pennsylvania's intimate relation to our national history, which contains no chapter that has not a monument on Pennsylvania soil.

Would you be reminded of the struggle between Saxon and Latin for the domination of this Continent? I will take you to the historic spot chosen by Washington himself as the key to the boundless West, where the pioneer-valor of brave men and noble women, through years of savage warfare, upheld the cause of England to final victory—at the head-waters of the Ohio, where the lilies of France floating over Fort Duquesne gave way to the Lion of St. George floating over Fort Pitt.

Would you be reminded of that other era in the making of the nation, when, the question of Saxon domination having been settled, the still more decisive question was on trial as to whether Saxon law and the traditions of Saxon liberty should be ours? Then, I would point you to Independence Hall, within whose shadow we sit to-night, where was proclaimed the political equality of all men; and to the fields, now smiling under the

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hand of the husbandmen, once crimson with the blood of the bare-footed soldiers of Liberty who camped with Washington throughout the doleful winter that darkened Valley Forge.

Would you be reminded of the time when, independence won, all seemed yet to be in peril for lack of government? I would take you back again to that same Independence Hall to listen to Pennsylvania's conservatism, wisdom, and fertility of resource in Council that, after much debate, ended in the great Charter to which we have tied, and not vainly tied in every storm—the Constitution of the United States.

Would you still be reminded of a more critical period in our national life when the flames of Civil War made lurid the whole horizon, and the fate of the Union seemed to be in gravest doubt? I will take you to the heights of Gettysburg, where the wave of rebellion reached its crest and broke amid such slaughter as exhausts the tears of pity; where such deeds of knightly valor were enacted as make us proud to know that the men on either side were Americans.

Pennsylvania—Colony, Commonwealth, Keystone in the Federal Arch—has realized the prophecy of her great founder. God has blest Pennsylvania.

SEÑOR MARTIN GARCIA MÉROU, Minister of the Argentine Republic to the United States.

Gentlemen:—Permit me a few words in order to add my congratulations to those which have been uttered at the opening of the Philadelphia Commercial Museum and to express my best wishes for the prosperity of that establishment. I think few are more entitled than I to do so, for the Argentine Republic was one of the first countries to understand fully the commercial importance of the institution we have been considering this day, by voluntarily offering to it the collections of her natural products which were exhibited at the World's Columbian Exposition in Chicago. That decision, applauded by everyone in my country, was as much in harmony with the sentiments of warm friendship with which this great Republic has always inspired us, as with our sincere and earnest desire of promoting by every

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means at our command the advancement of the political and commercial relations which unite us with her.

I shall detain you but a brief moment, and I fear that my subject may not be in accord with the sentiments generally predominating at an after-dinner gathering, but gentlemen, I would not be faithful to my aspirations nor to my strongest desires if I did not assert in the beginning, in that frank and open manner with which one should speak to men tried in the struggle of business that, of all the blessings which I believe the Commercial Museum is to afford, none is more worthy the devotion of the eminent gentlemen who represent the interests of the new institution than that of working for the establishment of an intercourse mutually advantageous to the United States and the nations of Latin-America.

Surely, the small percentage your commerce commands in the total of our imports and exports is not unknown to you. This fact has been pointed out this very day in explicit terms, as it was years ago by the Commercial Commission sent by the late President Arthur; also quite recently by the President of the Manufacturers' Association, Mr. Search, in an interesting article in the "North American Review;" and again at the beginning of last month by my distinguished friend, Mr. Flint, in the pages of "The Forum."

As regards the country which I have the honor to represent, I must state that, although it is true that we buy from the United States more than they buy from us, our commerce with this country is small compared with that of Great Britain, Germany, France, Belgium and other countries. Only some days ago a noted statesman, who occupies a prominent position in the Senate of this country, when speaking of the American merchant marine, asserted that, during last year, no steamers bearing the American flag entered the Bay of Buenos Ayres, a city of seven hundred and twenty thousand inhabitants, and already one of the most important commercial centres of the world. I believe it to be a fact. Yet, while corroborating it, I also remark that, from 1854 to 1868, the number of American vessels which came to our ports was at times larger than that belonging to the maritime nations of Europe.

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It would not be proper at this time for me to examine the reasons of this decadence. It would be neither courteous nor diplomatic to inquire to whom belongs the greater responsibility for this regretted decline, or upon whom the blame should rest. Of course, it is more logical to conjecture that the statesmen of the more powerful nation, which was marching in the path of progress with the seven-league boots of the legendary giant, might have averted it. You are building up a great nation on the basis of freedom and labor, and have brought it, in one brief century, to its present stage of civilization, as though taking for your motto the superb verses of Corneille's hero:

> "Mes pareils a deux fois ne se font point connaitre
> Et pour leurs coups d'essai veulent des coups de maitre."

South America, indeed, has been, and still is, very little known in the United States, whilst your institutions, your laws, the principles of your government, your marvelous advancement, your material and moral greatness, are observed and studied by us with keenest interest. The institutions of Argentina are the same as yours, and the works of your leading statesmen, as also those of the most noted commentators of your constitution, have been officially translated and published in the Argentine Republic. By this means we have become familiar with the eloquent pages of the "Federalist," and the writings of Clay, Calhoun, Webster, Paschal, and Story, expounding your constitution. I have myself taken that strong intellectual food whilst sitting on the benches of the University, and every man of my generation is acquainted with the taste of that spinal marrow.

On the other hand, how few among the eminent statesmen of this great Republic bear in mind these details and give to them their true importance. I make this remark without complaint or recrimination; because, after all, gentlemen, the nations of South America are far from reaching, as yet, in their laborious evolution, the power and the greatness of the United States, and I imagine it is more natural that we should follow in the footsteps of those who have preceded us in the march of progress, search-

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ing their history for useful lessons and examples worthy of our imitation.

The Southern part of our continent, constitutes an entity of the greatest importance and is a seat of civilization which, if not comparable to that of the oldest nations of the world, is in the way of equaling most of them. Nature has given us in profusion the greatest treasures, and human effort every day enlarges our conquests and solidifies our progress. As the austral section, the tourist, leaving Santiago of Chile and crossing the Andes at an elevation of eleven thousand feet, can pass through Buenos Ayres and Montevideo and reach Rio de Janeiro in eight days, thus visiting the capitals of four Republics which together have a population of more than twenty-five millions, and which send out products amounting to $500,000,000 annually. Those four nations have each a perfect constitution and organization; railway lines cross their territories in all directions; their prairies are overrun with cattle; their ports are frequented by vessels from all parts of the world; into the hearts of their sons have been instilled the sentiments and pride of their respective nationalities; in their cities abound public schools like those which have transfigured this nation. The schools were introduced into Chile, Uruguay and the Argentine Republic, by our great statesman, Sarmiento, a teacher in his youth, afterwards Minister to Washington, and, finally, President of the Argentine Republic. He was the pupil and friend of your ever remembered Horace Mann.

I am about to close; but before doing so, allow me to ask you to meditate upon the magnificence of the field offered by these four nations (referring to those countries only with which I am best acquainted), for the increase of your vast industry and the employment of your admirable spirit of invention and enterprise. Allow me also to remind you that, as the renowned English historian of the eighteenth century so ably says, "the bond of intellectual sympathy alone is far too weak to restrain the action of colliding passions, and it was reserved for political economy to supply a stronger and more permanent principle of unity." The Commercial Museum of Philadelphia will facilitate

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all the efforts which may be directed towards establishing that unity by the exhibition of our products, with the data it may furnish to the business men of our respective countries. But in order that our plans may not be frustrated, it is necessary to execute them with decision and enthusiasm, without petty restrictions. Leave the doors of your markets wide open to our production, so as to avoid our being compelled to close ours to the fruitful supplies of your soil. May all generous pledges made here this day be converted into practical deeds in the near future.

Gentlemen, my toast is for the prosperity of this great nation, for the happines of His Excellency the President of the United States, and for the success of the Commercial Museum of Philadelphia.

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COLLOQUY.

18TH JULY, 1897.

On the morning of the 18th of July the delegates, returned from their forty days' excursion, assembled again at the Commercial Museum, and held a colloquy upon the subject of "Reciprocity." A further session was held on the 19th, when the subject of "Trade Possibilities with the United States," was discussed in the light of the experience and knowledge which had been gained on the tour. In many respects the delegates, after their forty days' inspection of the country's industrial resources, were better able at this meeting to give practical suggestions in regard to trade extension than they were at the regular sessions of the Congress.

ON RECIPROCITY.

DR. GUSTAV NIEDERLEIN, Chief of the Scientific Department of the Museums, presided at the meeting on the 18th. In opening the session he said: "The United States Congress is now passing the tariff bill, and in the amendments a special power is given to the President to lower the tariff charges twenty per cent. for each article that can be included in treaties of reciprocity. The question of reciprocity is the most difficult in the world's economy, and our institution has been established with the aim of bringing us nearer to the solution of such problems. Our Congress is a part of this work. It aims to make us more clearly understand the problems of production and consumption. We have limited ourselves this time to America, as being that part of the world which, not only historically and

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geographically should be considered as one, but which also commercially and economically have common interests."

SEÑOR ANTONIO E. DELFINO, of Caracas, Venezuela.

During our interesting tour of investigation we have met everywhere a most munificent hospitality and affectionate feeling. Almost everywhere we heard the word "reciprocity." There is not, perhaps, in the whole dictionary a fairer or better sounding word. "I give what you give." This sounds like strict justice. We have heard also often this phrase: "We will not charge duty on your products and you will not charge duty on our products or manufactures." I wish to make a few remarks on this subject and at the same time I must state that I make them as a private man who has been engaged for long years in commercial pursuits. Let me place before your eyes some facts.

In proportion to its population Venezuela is the largest buyer of the United States in South America. Taking the average of the last three years 1896, 1895, 1894, Venezuela has bought, *per capita*, from the United States, $1.64; Uruguay, $1.55; Mexico, $1.21; Argentina, $1.13; Brazil, .85; Chile, .83; Colombia, .83; Ecuador, .56; Peru, .25.

Paraguay and Bolivia do not buy from the United States. Venezuela has already taken off the duty on agricultural and scientific implements, all kinds of machines, printing-paper and printing-presses, barbed wire and edge-tools, all of which are manufactured in the United States.

The custom house revenue forms more than nine-tenths of the whole national income of my country. Certainly I myself should wish to abolish custom house duties, for it is a tax that bears equally heavy on the poor and rich. But before abolishing a tax that gives the only income for maintaining the expenses of the State, it is necessary to replace it by another, and I must confess that I have not found that one to propose.

I do not ask you not to tax our products. If it is necessary for your budget, if you have to do it, I do not blame you; and our country will not be less friendly to you; but this I do ask of you, let your tariff be equal to all alike.

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We in Venezuela do not try to regulate the tariff of other countries, for every country knows best what taxes it should impose. In the same manner we know best the only way to collect our taxes in our country. The taxes and duties that you pay are your private affairs. Let ours be our own also. We offer you that nobody will ever be more favored than you in your exports to us, and ask you to offer us the same. That is the reciprocity that I seek.

Under our equal tariff to all countries your exports to Venezuela have doubled in the last fifteen years, and it can double again if your manufacturers will study better our market, our taste and our means. This is the only sound, real, practical way of increasing our mutual commercial relations. All other ways seem to me artificial and dangerous.

You possess most perfect machines made by most skilled workmen. We have admired the methods by which you save labor and time. You can easily compete with other nations. You have the sympathy that arises from common national interest and similar aims.

I am sorry that the time allowed for such an important question is necessarily so limited, and will in as few words as possible give you a rapid sketch of Venezuela's financial conditions to-day. The revolution in 1892 imposed a heavy burden on our budget. The recent arrangement of the railway debts, and the indemnity required for abolishing the seven per cent. guarantee accorded to the railway companies, and also the purchase of the Caracas Water Company, have caused heavy expenditure. At this moment I do not see how it would be possible for Venezuela to diminish the national income, and I greatly fear that it may be necessary to increase our already too high duties.

If, however, it should be possible to lower our tariff in any special article in which the United States are particularly interested, I am sure that Venezuela would gladly do it, if it could find the equivalent income and compensation by laying the duty on another article. This would be a question of long, careful, and mature study.

I compliment the members of the Philadelphia Museums

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for the skill and intelligence with which they have taken us across such a large continent and present them with my warmest thanks for the exquisite courtesy shown us in Philadelphia and during all the tour of inspection.

SEÑOR HENRY S. PRICE, of Barranquilla, Colombia.

Gentlemen:—Called upon to express my ideas in the matter of reciprocity between the United States and the Republic of Colombia, I do so with due reserve, owing to the importance of the subject and the special study which such an idea demands.

In my opinion the Republic of Colombia, for the present, could not entertain proposals for reciprocity treaties, because in the first place the treaties which Colombia has with other nations prevent her from granting any special concessions to the United States. Then, also, we have to consider in Colombia that our principal revenues accrue from our import duties and we cannot afford to reduce them. On the contrary, the duties on a good many articles have been augmented lately in order to meet the increasing requirements of our country.

To this I have to add that the import duties imposed on the principal articles which we get from the United States are very low, and it could not suit our government to reduce them.

However, the idea of reciprocity is one of very great importance to all the countries of this hemisphere, and I have no doubt that, if in course of time ways and means could be found to frame such a treaty whereby both countries could be benefited, the Republic of Colombia would certainly avail herself of such a treaty of reciprocity.

SEÑOR MAURO FERNANDEZ, of Costa Rica.

Mr. Director, Gentlemen of the Foreign Advisory Board: I have not prepared any special paper on the subject upon which the Director wishes me to express my views. However, I will endeavor to collect my ideas and express them candidly, for I think the question is momentous on account of the action taken by the Senate of the United States Congress on the tariff bill.

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Theoretically I am a free trader, and, whenever I have been in a public position in my country, I have done my best to enforce my convictions as a free trader. But I cannot forget that politics, independently of ideals and aspirations to be realized, has also another side which is actual and positive, demanding from statesmen immediate remedies for social diseases, solutions to problems which affect the comunity at a given moment.

Therefore any country is justified in taking special measures, independent of the aspirations of science, to solve actual difficulties. This I believe is the case with the protective tariff of the United States of America, so much spoken of. A high tariff may be the means of increasing the national revenue and indirectly of protecting national industries, or *vice versa*, it may also meet both ends. Every new country more or less protects its industries, and the protection is thoroughly justified, within certain bounds, when protection is not altogether artificial; I mean when the industries favored have natural conditions in which to root and develop. I am sure that, in this respect, the Argentine Republic protects its production of corn and flour. (Turning to Mr. Lix-Klett) Is the importation of corn and flour taxed in your country, Mr. Lix-Klett?

("Naturally it is," answered the delegate from Argentina.)

Well, I am glad to hear my views confirmed, and, although I could not give an opinion on the opportuneness of adopting a protective tariff in the United States of America, from what I have seen in our tour of investigation and from what I have read about the industries of this country, several of them do not require protection at all, for they can compete everywhere, and even excel the European ones in several branches, though industry is still in its infancy and is unable to compete in foreign markets. Therefore I clearly see that these industries require a wise protection in order to be strengthened and developed.

How, when and to what extent? That will be the task of the American statesman. We Latin-Americans must take accomplished facts as such and make the best of them, for it is not in our power to change them, and as civilized nations do not

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proceed in their dealings by caprice, and as statesmen must not be pig-headed, the only solution for the countries connected in trade with the United States in the present emergency will be to submit to the circumstances created by the new tariff bill or to fight. The weaker will submit; and, mind, gentlemen, that I mean by the weaker the country whose market for its products is in whole or in part dependent on that of the United States of America.

If the Republican party now in power is consistent with its policy, it will soon revive the different treaties which in 1892 and 1893 were submitted to several of our Republics as the result of the efforts made by Mr. Blaine in 1890, to provoke reciprocity treaties, chiefly with Latin-America.

How far the concessions of our governments will go is a complex question which I cannot touch, but in general terms. Wools and hides come to these markets in large quantities from the Argentine Republic and Uruguay; coffee from Brazil, Central America, Venezuela, Colombia, Mexico, etc.; and millions of bananas from the West Indies and the Atlantic Coast of Central America; besides other articles, like india-rubber, woods, ores, etc. The banana producing countries, if called upon, will have to enter into reciprocity treaties. Their only market for that fruit is the United States.

Brazil, Central America, and the West Indies cannot sell to profit in Europe their low qualities of coffee. However, the first country is in a position to resist exaggerated exigencies of reciprocity on account of the large supply of coffee which fills the demand of the United States, which could not be equally filled by other coffee producing countries, because the bulk of the export of Brazil is of low grade and in great quantity, whilst the other countries produce fine coffees which have a better demand in Europe, and their second and third qualities could not together fill up the consumption of the American market.

Anyhow, it has been repeatedly said that the United States buy more from Brazil than Brazil does from them. Now there is a good opportunity to square the reciprocal trades. Wools and hides from Argentina and Paraguay undoubtedly receive a

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blow from the new tariff bill, but I feel sure that these nations will come to a fair understanding, chiefly when it is in the interest of the United States to maintain and secure such a good market as the Argentine Republic for the millions of American goods which are yearly consumed there.

It seems to me that the countries on the Pacific side of South America will not be so much concerned in this tariff question as those on the Atlantic, on account of the nature of their products and of their more difficult communication with the United States. The question of either of the canals, Nicaragua or Panama, is urgent for the United States.

Referring especially to my country, Costa Rica, a treaty of reciprocity with the United States was passed by Congress in 1893, but the Democratic administration of that year opposed, I understand, the views of the Republicans on the subject of reciprocity. So all pending treaties were put aside and the question was dropped altogether. I dare say that there will not be difficulty in reviving that treaty. My only hope in this delicate question is that of the policy of protection, which seems an essential point in the political policy of the party here now in power, may not be carried to an extent injurious to Latin-America, for the good-will of those nations for the future schemes of our continent, in which the United States takes the lead, is of greater importance than the material prosperity which is expected from protection.

SENHOR ARTHUR S. H. HITCHINGS, of Rio de Janeiro.

Before entering on the subject I have been asked to refer to, I beg to signify my sincere thanks for the kindness which I and the other delegates have met in all the cities we have visited in this country. We have been afforded through our tour the opportunity for appreciating the vast resources and great industries of a large part of the United States. We have been received in your chambers of commerce, your universities, your clubs and your homes, and on every occasion we have been struck with the wonderful advancement which every branch has shown us, and charmed by the welcome that your citizens have so warmly extended to us.

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Others will describe more comprehensively the details of what we have seen and admired, and do justice to the display of American inventive genius, but I may be permitted, before saying farewell to the Board and members of the Philadelphia Museums which prepared for us the way to such a gratifying and useful excursion, to thank them for the same, and their officers and employes for the efficient manner in which the whole tour was conducted, whereby we traveled with ease and comfort thousands of miles, and visited places with an aggregate population of many millions, without the minutest trouble or discomfort.

I must avail myself of the present opportunity also to renew our thanks to the citizens in general of this great Republic for the exceeding kindness they have shown us everywhere. I would personally write, at least to those who have bound me to their friendship, but even this pleasing duty I must forego for a while. I know they will judge me generously, and in this at least we shall be reciprocal, for such reciprocity does not depend on legislation, but solely on kindly disposition.

Reciprocity, if it were as easy between nations as between individuals, would undoubtedly be a just definition of fair and friendly trade, but circumstances often, almost always, create difficulties which prevent a practical realization of such a disposition. That friendly countries should be inclined to make it a system is natural, but I do not think it can exist without free-trade, and I would be wrong in holding out prospects which would indicate any treaty by which Brazil would bind itself to favor one country more than others.

I believe that the exceptional advantages Canada is giving to Great Britain are legislative blunders, and time will prove it. They are opposed to the broad and liberal laws which secure to England her extensive foreign trade. With this view, I cannot believe that their reciprocity (for such it is), will last long, and it would be still more difficult to have exceptional laws favoring the many nations on the American continents. The interests of these nations are not alike, nor can their produce and manufactures find an outlet and consumption within their respective or united boundaries. Europe must necessarily be sought after

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both by North and South America, and it would be inconsiderate to propose any legislation that would exclude existing equality whereby all nations are treated alike. Such legislation would interfere with production, for it would lead to surplus stock, and exact quantities for barter would be required instead of progressive increase, which only greater and greater intercourse with the whole world can foster and regulate.

But, gentlemen, are not the Philadelphia Museums at this very time confirming this view by sending one of their ablest men to Africa, Australia and other countries, to study the means of enlarging the commerce of the United States beyond Pan-American lines? I have heard much of the Monroe doctrine, but surely such ideas cannot apply to trade. Let us, gentlemen, forego all petty notions that are not based on sound reasoning; let us circumscribe our desires within a practicable scope, so that our views and judgment may not be clouded by sentiment manifestly unfavorable to closer bonds of friendship. We have seen on our tour that the United States produces machinery and many of the articles which we import at present from other countries, and we have noticed that these States also import many things similar to what we buy in Europe.

There is much here that, owing to originality of manufacture, can be introduced into our country, even under the present unfavorable circumstances; there are coal, oil, iron, steel, hay, corn, and breadstuffs also, which can profitably ballast your ships when you decide to create an ocean mercantile navy, and all these are admitted into our country at very low rates of duty. In the almost free admission of such heavy goods there is a natural reciprocity which is guided by the interests of consumers.

I must repeat, however, what I stated in Chicago, as my opinion when I had the honor to address the merchants of that city. The majority of your manufactures, although in most ways fitted for our markets, are too high-priced, and I don't believe there will be a steady and increasing foreign trade or outlet for these goods until there is a reduction in the general scale of prices.

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You have to promote an appreciation of your dollars, which have hitherto been so easily earned; you must make their purchasing power greater so that cheaper living and more general contentment may follow. But, gentlemen, with protective duties and inflated currency such results cannot be attained, and it has been my pleasure in the intercourse with your countrymen, from here to New York and from New York to Milwaukee, to find that the majority agree in the belief that protection has concluded its good work; that its permanence will be effectively pernicious; and that your currency requires without delay to be placed beyond the reach of politics or the manipulation of silver trusts.

On my return last night, I received from the honorable Secretary of the Chamber of Commerce of New York proof sheets of the address I was permitted to make to the assembly which received the foreign delegates in that important centre, and, from the resolution to publish proposals for a uniform coin, I conclude that the matter has found encouragement from your great commercial and financial emporium.

Gentlemen, we have seen how your factories employ most advanced machinery; how time and labor are economized; and how these circumstances have been conducive to the growth of your industries. But these machines are exported, copied and in some cases improved on; others are thereby enabled to compete with you by using your own inventions; by a reduced price of labor; and by untaxed cost of raw material. Competition is wholesome, for it corrects over-production, but you require to produce more for the employment of your skilled workmen, and you must find markets wherein to dispose of your goods. All this necessitates an altered system.

We wish you to succeed, and will certainly try to place your splendid manufactures in our markets. You are favored with home-raised quantities of much of the raw material used in your industries. Do not enhance its cost if you wish to sell abroad. Your machinery is most effective, but do not expect too much of it. Your workmen are very skilled, but do not underrate the foreigner, and to all your advantages add, what

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free-trade alone can secure, a permanent and engrossing international commerce which will secure the future of every workman in this wonderful country. This is what I understand by reciprocity, and my most earnest wish is that in such an example we in our country will find a lesson and an incentive to do likewise.

SEÑOR CARLOS LIX-KLETT, of Buenos Ayres, Argentina.

Mr. President of the Board of Directors of the Philadelphia Commercial Museum, Distinguished Sir:—Having accepted your esteemed invitation to assist at the International Commercial Congress, which has been organized in this town under the patronage of the Commercial Museum of Philadelphia, whose worthy President you are, and having received also an invitation to be with the delegates who have visited in succession the principal commercial and industrial centres of the American Union, it is with the greatest pleasure that I participate in the labor of the Congress, and that I have taken the round trip in your country, in order to become acquainted with what is worth seeing and to study all that might lead to widening the relations between North America and the Argentine Republic. I come to cooperate in the work which the Commercial Museum of Philadelphia has initiated, as a delegate of the Industrial Union of Argentina and of the Museum of National Products of Buenos Ayres. I am also the representative of the firm of Devoto Bochiani. I thank you for the honorable appointment with which I have been distinguished as a member of the Advisory Board of the Institution which you preside over, the diploma of which is in my possession.

Desiring to respond to the confidence and the distinction of which I have been the object in the appointment as Argentine delegate to the Commercial Congress of Philadelphia, I have personally collected fifty samples of wool of the Argentine Republic from the last clip (1896 and 1897), which I have classified scientifically as well as technically, as is demonstrated in the voluminous descriptive catalogue which I add. The showcase which I hand over is of Argentine cedar; it is polished; is

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two meters long and one meter broad; has a division for each sample which has its number in corresponding order. Mr. President you will see that the collection is composed of all the principal types of wool which the Argentine Republic produces, and of which there have been introduced this year into your country not less than 20,000,000 kilograms by important export houses especially in the market of Buenos Ayres.

Our country has to-day 100,000,000 sheep, and the actual production of wool is 250,000,000 kilos. Almost the entire production is exported to France, Belgium, and other European nations. But little is consumed in the country. If formerly, with a liberal tariff, taking it for granted that Argentine wools were introduced into North America free of duty, our commerce did not develop greatly with your country, it was through want of knowledge on the part of North American manufacturers of our fibres. At present you are endeavoring to raise the custom-house tariff to such an extent as I consider prohibitive for our fibres. It will be even more difficult hereafter. For this reason—the importation into your country will diminish in the future. Europe in the meantime will take advantage of the less competition which there will be in our market in order to acquire the raw products. Neither can American manufacturers compete with Europeans, except under unfavorable circumstances. The ones who will pay the advanced import duty will be the other American manufacturers who require raw material, which they will not find later on in sufficient quantity in North America. The Argentine producer will not suffer any damage with this change of tariff, for Europe wants the Argentine wools, and will acquire them according to the fluctuation of the money in our country. If I have gone far in these considerations, it is because I know that, in the programme and the aims of the Philadelphia Commercial Museum, there exists a wish to show the superiority of Argentine products and of other co-operating countries, so that the manufacturers should buy in the market which offers the qualities they require; that they may learn of the progress which, from year to year, is achieved by the crossing of breeds; and may know the condition of the fleece from the show-case which

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I have made and classified, and which I hand over to the Commercial Museum of Philadelphia in the name of the Institutions I represent. Mr. President, you will see that the Argentine Republic has made notable progress in sheep, improving their fibre and augmenting their number for the benefit of that general industry which requires wool (our principal export product), to transform it into rich textiles.

It is my earnest wish that the programme of the Committee of the International Commercial Congress may be a complete success, as well as the prosperity and aggrandizement of the Philadelphia Commercial Museum, which I consider to-day to be the first institution of its kind in the world and which has a great future.

SEÑOR LOUIS A. DILLON, of Ecuador.

Mr. President and Gentlemen:—The subject of my speech to which you have requested me to address myself, namely "Reciprocity," is one that I approach with trepidation and hesitancy, owing to my fear that I cannot do the subject the justice I think it to deserve and know you expect it to receive at my hands, and also to the fact it has been debated with much enthusiasm and research, not only in this country, but in all the countries of the world by gentlemen of better ability to treat it than I, and who have made it a subject of special study.

Besides, I have been served with such short notice that I have not been able to give the subject the consideration due to it or you. Consequently my remarks may be crude and will be entirely without preparation. First, permit me to say a few words about my own country "Ecuador" and the city of my birth, "Guayaquil." In my travels about this vast and glorious republic it often has been sadly called to my attention that my own country is so little known to you. Of course it is known that such a country exists, but what are its products, its manufactures, dealings, and character, both as to government and inhabitants, your people generally, and especially your manufacturers, seem to know little. To begin with my own city having a population of about 45,000, it is one of the largest exporting cities on the Pacific Coast of South America.

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Its export of the cocoa-bean is not exceeded by any city of the world. It also exports coffee, sugar, India-rubber, ivory-nuts, hides, and many other things. It is the business metropolis of Ecuador, its harbor being the finest and the principal one of the country. The products of the country at large come to this port and thence are exported. For manufactured goods or material we rely mainly on the outside world. From the United States we especially look for machinery for making sugar, saw-mills, planing-mill machinery, boilers, steam-engines, all our carts and cars, all sewing-machines, nearly all our saddles, some of our furniture, wheel-barrows, axes, machetes, billiard-tables, a large quantity of lard for the coast consumption, nearly all the wheat-flour, some tar, salt, and a good many other products too numerous to mention in the short time I have. In fact were I to enumerate them all I should forget the subject of my speech.

The so-called McKinley reciprocity bill, formulated by your excellent President, was presented to our government by your Consul Sorsby. That government consulted our Chamber of Commerce on the questions involved in this new bill, and it was decided that the sense of the population and government of Ecuador, as well as the interests of both its people and finances, were adverse to its provisions.

The grounds of this adverse decision were that, while it was proposed to enlarge the free-list of Ecuadorian products sent to the United States, to lessen the payment of duties in the United States on other products, yet this would be of little or no benefit to the Ecuadorian government, because the bill by its terms required the reduction of duties by our government on manufactured products brought into Ecuador from the United States, thus very materially reducing the custom house duties at the gates of our country. As these duties are one of the principal sources of revenue for Ecuador, and upon them its finances largely depend, these reciprocities could do no material good to our country. We could see no way in which we were to be benefited.

As an example of reciprocity, let me say, of our imports we take from England 25 per cent., from France 24 per cent.,

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from the United States 20 per cent., from Germany 14 per cent., and the balance from the rest of the world; on the other hand, we export to France 34 per cent., to Germany 15 per cent., to England 20 per cent. and to the United States only 14 per cent. From this statement you can readily see that reciprocity under this bill means a very considerable loss of revenue to Ecuador without any equivalent compensation of benefit to us from the United States. From this you will be able to draw the conclusion that the existing reciprocity is established between the two countries by means of trade, without any treaty to fix the prices and duties. A new treaty is entirely unnecessary.

Reciprocity to extend trade with Ecuador is a useless measure. What is wanted to enlarge the exchange of commodities between the two countries are cheaper freight-rates and a larger and more extended credit system to the people in my country. Owing to freight charges and to your erroneous credit system, we are compelled to have most of our dealings and to send our first quality of goods to European countries, and thus they get the cream of our natural products, while you in the United States receive only the second best, or such as we cannot dispose of elsewhere. The difficulty is that the only means of travel are controlled by and consist of only one route, and travel by this method is everything but what one desires and everything to be shunned if we could. Passenger-rates are so high as to be almost prohibitive, and, in fact at any price asked, travelers to this country have none of the comforts, luxuries, or, in some instances, necessities, that you Americans know so well how to appreciate and to require when you are traveling.

A steerage passage on a European steamer is both a banquet and heavenly journey compared with that of a passenger over this unavoidable route. Hence few care to make the trip, and do so only when absolutely compelled to by necessities of business. A pleasure trip from there to here is not even dreamed of, and a necessary one is undertaken with dread apprehension and repugnance, in anticipation of the treatment about to be received.

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In closing let me say that I should like to hear the American eagle of trade scream to the capacity of its lungs in Ecuador, with a like privilege granted to the condor of our country in yours, without binding obligations of treaties, but simply through the operation of obligations we owe to one another as men and merchants, as fixed by native customs and natural prices.

Gentlemen, I thank you for your kind attention and hope to meet you some day as a merchant upon even grounds, without the shackles of a tariff bill or treaty of reciprocity.

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COLLOQUY.

19TH JULY, 1897.

TRADE POSSIBILITIES.

The final meeting of the returned delegates of the Advisory Board was held on the morning of the 19th in the assembly-room of the Museums. The meeting was called to order by Dr. W. P. Wilson, Director of the Museums, who said in addressing the delegates:

You have all had an extended tour through the country, and have made many observations. I have no doubt but that your minds are filled and are fresh with the conditions which you have seen, some favorable and some not favorable to trade with your respective countries.

It has been thought that it would be an interesting meeting to have you give in brief your opinions of the trade possibilities as you have seen them, and Dr. Neiderlein has kindly arranged a series of subjects which cover many of the interests in trade in this country.

I have here a list of the delegates who have consented to say a few words on these respective subjects. The first subject is that of hardware, glass and china ware, and I have the pleasure of introducing to you Ignacio Nery de Fonseca, of Pernambuco, Brazil, who will say a few words on that subject.

Pottery and Glass.

SENHOR IGNACIO NERY DE FONSECA, of Brazil.

I am very glad to congratulate the Philadelphia Commercial Museum on the success of the tour of investigation, which has been carried to the end without any disagreeable accident. The general approbation of the several people we visited, and the

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interest they showed in the undertakings of the Philadelphia Commercial Museum, is a proof of the value of the idea which, I am sure, will soon produce good effects.

I am called on to report my impressions of some of your manufactures, but it cannot be expected that such a report could be made in a few words. I hold myself at the disposal of your manufacturers to give the information when required.

Hardware is perhaps one of the most important manufactures of your country. I have admired the greatness of some of your factories, and am convinced that even in cutlery, in spite of competition, you compare very favorably with European makers. Good looking articles at cheap prices are largely sold in our country.

The time we had to study glassware was very limited, but, as far as I have seen in one of the most important factories of your country, you have almost obtained perfection in moulded goods. If you adopt some models in use among us, a large business will be the result. In china-ware nothing can be reported, as I have generally seen imported goods in your own country. I am prepared to furnish you any information in my power that you may require for your manufacturers. I thank the Philadelphia Commercial Museum and all the American people for the kind attention and favors they have extended to us.

SEÑOR ANTONIO E. DELFINO, of Caracas, said the breakage on glassware and china shipped to his country from the United States amounted to 15 to 20 per cent., on account of poor packing. The prices were about the same as for the same goods coming from Europe.

Machinery.

SEÑOR RAFAEL DE LA MORA, of Mexico.

It is hard for me to give a report, at such short notice, of what I have learned on this journey concerning machinery. In our country we depend largely on England for heavy machinery and upon the United States for the lighter kinds. The mistake

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of the Americans is in sending to Mexico the kind of machinery that is used in the United States, when it is not in the lines needed there. While the prices are low, they are not proportionate to the character of the goods. We have a special demand, which is increasing from day to day, for agricultural implements, especially harvesters. Our country, particularly in some parts, is passing from an agricultural to a manufacturing one. In the northern part of Mexico we need wind-mills and means for irrigation. As for mining machinery, the mines are all far from the centres of transportation. The machinery should be placed in packages weighing not more than 300 pounds, and the machines should be so well constructed and fitted that, when they are put together, there can be no leakage. Another important condition of our trade is that the catalogues sent there should be printed in good Spanish, and agents should be sent who will stay there for some time, to become acquainted with the condition of the trade.

SENHOR F. MENDES DE ALMEIDA, of Brazil.

During our forty days' trip through the United States, we have had an opportunity to see a great variety of manufactures that have been shown to us, and my attention was called to many of them which should be easily adapted to the trade of my country, Brazil, just as some others that have been introduced there, but still they can be greatly improved.

The Philadelphia Museums have requested me to give my opinion on those that subserve publicity and newspapers, and also on vehicles. I will sub-divide the matter about which I am going to make some remarks, although the limited time that I have will not permit me to say as much as I should like to.

1—Publicity.

1—Printing Machines,
2—Type-setting Machines,
3—Paper Manufactures,
4—Typewriting Machines,
5—Power.

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2—Vehicles.

1—Heavy Trucks,
2—Fine Carriages,
3—Light Carriages,
4—Wagons,
5—Railroads,
6—Bicycles.

1—Publicity.

PRINTING MACHINES.—The machine industry of the United States is very far advanced and holds first place. Not only are the machines skillfully manufactured, but their finish is wonderful. The rotary machines fold and paste from four to six pages, produce a very remarkable impression, and it is almost impossible to follow the rapidity with which they do the work. The prices are so high that it seems to me it would be impossible for them to compete in Brazil with the machines of the same kind made in Germany and France, especially the latter. In a printing office which puts out medium editions, I do not see the necessity of spending $1,000,000 in machinery when with 50,000 francs we can get machinery adapted pretty well, with the advantage that the payment can be made on time, while here we are obliged to pay cash or upon a Bill of Lading. I confess the superiority of the American machinery, but, at the same time, I must state the ability of European merchants to obtain the confidence of the buyer and to facilitate the trade of this commodity.

TYPE-SETTING MACHINES.—The two specimens that I saw are wonderful, the Linotype found in New York and the type-setting machine of New Haven. The first has the advantage of a daily substitute for types, but requires more power and a more complicated system of work. The second has the disadvantage of making useless some of the type. Experience only can say which one of the two is the better, but the fact is that they are awfully expensive and that only with some concessions could they be used in my country. Notwithstanding this, I am sure

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we will do all in our power to introduce them because they are advantageous.

PAPER MANUFACTURES.—In this line, not only the manufacturer can compete with the European, but the products are undoubtedly superior. The work is perfect, the pulp is well done, and the finish excellent. Paper is cheaper and if the manufacturers want to introduce it to any extent, the demand in my country offers facilities to the importer in regard to time and discounts. This industry is flourishing in my country. I can assure you of it, as I am perfectly well acquainted with it there and here.

TYPEWRITING MACHINES.—There are as many styles as there are names. Most all of them are good but very expensive. I intend to introduce them in my country, but it is necessary that the manufacturers reduce their prices so that the machines can be used in our commercial, industrial and official service. I cannot assert now which system is best, but I think that within a short time I shall be able, through my own experience, to recommend to my countrymen the one which would be most advantageous in price, facility of working and simplicity. This industry has a very broad field in Brazil.

POWER.—The newspaper and printing industry in the United States has created such perfect machines in this line that their utility is easily understood. Notwithstanding these machines require more power than those used in my country. This indicates the necessity of establishing power-plants similar to those in this country. Steam-power is giving way to electricity, and in the latter I confess the superiority of American appliances. Steam, electric and water power mechanisms have especially attracted my attention, and I am sure that they will prove satisfactory in the city of Rio de Janeiro, and will be a very important factor in the development of this line of trade in my country. I think that the electrical engines will be preferred, although we cannot have electric light in our city because we have a contract

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with the Gas Company. I predict rapid development of the industry of electric plants in my whole country.

CONCLUSION. — Since the industries connected with typography are so varied, it is impossible to treat of them in a small space, so I only mention the manufacture of envelopes, the folding-machine, the cutting-machine, the printing-machine, the manufacture of paper in its different forms, printing and especially engraving from the wood-cut to fine steel work, from the stereotpye and electrotype to the photo-engraving. These industries promise a very rapid development and are fine examples of American industry.

2—Vehicles.

There is much to learn and to appreciate in this important line of American industries. It is impossible to recount them in the limited time at my disposal.

HEAVY TRUCKS.—This is an excellent industry that is not well known in Rio de Janeiro. The vehicles are light, well finished, and skillfully made, with a scientific distribution of force and resistance. The samples I have had the opportunity to see are excellent and the price reasonable.

FINE CARRIAGES.—Fine carriages can compete with France because they have better wood and are very well finished. Some of the styles are unknown in Rio de Janeiro, but if well presented they will easily gain favor, because the prices are not high and the concessions are advantageous.

LIGHT CARRIAGES.—They are very fine, perfectly finished, very light, and are well manufactured. These carriages are not well known in Brazil and deserve better attention on the part of the manufacturer to introduce them into my country. The prices are convenient and show the development of the industry; there is beauty of styles; there is solidity of construction. This industry has a future in my country.

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WAGONS.—The principal features of this kind of vehicles are lightness of construction, and, above all, reasonable prices. Some of the samples that we have seen are suited to export trade, and we hope that this trade will be very easily developed.

RAILROADS.—In this line the pre-eminence of the United States is universally known. From the locomotive to the trolley, from the palace-car to the trucks, from the curtains to the bronze trimmings, in all lines, the American workmanship is very far ahead of the European competition. I do not need to express myself on this point as it is well known that in Brazil this furnishing is monopolized by the United States.

BICYCLES.—This line of manufacture is only now beginning to come to Brazil. It will have a very rapid development. There is such a variety of makes that it is almost impossible to say which is the best. Generally your machines are well finished and have the preference in Brazil. I think that the differences in the prices will decide the favor of the public, but the industry is being very easily developed in Brazil.

CONCLUSION.—If I had more time I would explain a little more about some appliances that belong to the production of vehicles, such as wooden wheels, rubber bands, tires, and paper wheels, but as the importer looks at the whole article, we can pass over the examination of these small parts. I can assure you, without fear of making a mistake, that all these industries are destined to a great increase and to occupy broad fields in my country. In the book that I intend to print I shall explain all the manufactures that I think to be convenient for Brazil. Therein, an opportunity will be given each manufacturer to have his product studied in respect to what the buyer is most interested in. Motors, cars, glass, machinery, paper, etc., will be honestly and conscientiously investigated by me.

CAPT. CORDEIRA DA GRAÇA, of Brazil, after discussing scientifically the metallurgy of iron and steel and showing the great progress of this art in the nineteenth century, spoke about the rapid progress of this industry in the United States of Amer-

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ica. He entered into the consideration of the coal mines here and there, and proved that, by the perfection of the machinery used in various iron-works, the United States could surpass Europe. Speaking of electricity and its application to the conversion of ores, he said this appliance will soon become practical and valuable, and the world will be indebted to the United States for that improvement.

Agriculture.

SEÑOR JESUS DE ICAZA, of the City of Mexico.

When I accepted the kind invitation extended to me not only by the Philadelphia Commercial Museums, but by the Agricultural Society of my country, to assist in these great meetings, I had in mind, as I then indicated, to make a special study of this institution and, at the same time, to study during the inspection trip that we have made, what are the aims of this Museum. My principal object was to investigate how we could take advantage, in behalf of Mexico and its agriculture, of the good will so kindly and openly expressed to us on this occasion, and how we could favor the aims of the Museums of Philadelphia. I do not think it proper now to apply myself to an examination of these matters, but I will make some remarks about the impressions that I have of this Museum, and the meaning I give to this splendid exhibition.

We have read in Mexico, and many of us know by our own eyes, of the many greatnesses of this country which now attract the attention of the whole world. Its richness, its development, its activity, and the practical sense of its sons have already conquered our admiration and respect. We desire to follow you in the progress you are so rapidly making and we try to imitate your marvelous inspirations and wonderful conquests. As I said, we knew many of your greatnesses, but there is one above all that will shed a new light of glory on the country, and it is the most important for us. It is your interest in commercial and social relations with our country—the reciprocity, the cordiality, the promise of these sumptuous occasions. This greatness we did not know. It is for us a true revelation.

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I will venture to say that this cordiality, which was shown heretofore in limited cases, will but extend in the future, and very soon, with beneficial results to both countries. It is the great aim of the Philadelphia Museums, one that will immortalize the names of its authors who seek for a true reciprocity, to promote exchange by mutual associations, mutual respect, and mutual care for the interest of both countries. The basis of this work is solid; its modes of development are broad and large.

The immense productions of this country during the last year, and the necessity of controlling the raw materials required by them require new markets. Mexico needs these same manufactures. She produces the raw materials, and can produce it on a larger scale, so that there is no country in the world that is in a better position to acquire from the United States what she needs and to send hither what she produces. Thus trade must increase every day, as is proved by the increase of Mexican exports and her development since she has enjoyed the benefit of the peace. The United States have already all that they require. This is due to the peace they have enjoyed, to the privileged soil they have, to the immigration that came from all over the world, with its capital of activity and knowledge, and to the cultivation of the land, which goes along with its other sources of wealth.

Mexico is essentially an agricultural country and needs help to extend its productions and to make its labor more remunerative. Why, under existing conditions, this economic result has not been more fully achieved is a consequence of old methods of intercourse. Something is lacking. It is necessary for us to be in closer relation with each other; for us to have a mutual knowledge of each other; for you to know the laws of Mexico, her modes of association, the requirements and necessities of her trade; and to be willing to adopt your methods so as to make trade easy and convenient for both. It lacks many times the mutual respect, it lacks many times the interest in dealings and contracts.

It is very easy to understand unsatisfactory results when contracts are made without legal formalities, without the proper

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knowledge of the people with whom they are made, and when the fulfillment of them is enforced by a people who do not know the special conditions of the country. If consignment of goods is not made according to custom-house regulations, this will produce difficulties in shipment. We sometimes find that the best and cheapest ways of transportation are not duly stated, that discounts are only allowed to the commission merchant, so that these persons are able to fix the price in the place of consumption, obtaining excessive profit. It is very clear that such prices and expenses will make the consigned articles difficult of absorption on account of the high cost.

If export merchants do not pay due attention to all details, no matter how small they may be, and if they do not take care that the buyer shall be satisfied, they cannot be surprised if buyers prefer other markets where they are sure to be treated as they prefer. These remarks are not without foundation. During my practice as a lawyer I have had the opportunity to observe inconveniences that I have explained to you.

All necessary precautions are easy of adoption by taking advantage of the facilities of the Commercial Museums of Philadelphia, which are available by all manufacturers, and to pay them the same attention bestowed upon other business.

The principal commercial troubles with Mexico have been due to the small attention paid to our trade, and a natural consequence has been a lack of confidence on the part of the Mexican people. It is very hard work to change the opinions of a country, to make a people think in a different way, and to change their habits. But this occasion promises hopefully, for "where there's a will, there's a way."

The Philadelphia Museums, in a few years of very hard labor, have been able to form a collection of products of all kinds, duly classified. They have made a very complete Bureau of Information, and this work is very difficult, taking into consideration the obstacles to obtaining in one country all the information required. They have invited us to this meeting so nobly conceived. They are as cordial and enthusiastic as their motto "Reciprocity." Some have seen in this meeting an immediate solution of all the problems that have been under consideration.

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I do not think so. I believe that this is only the beginning of a very extensive work whose complete success may not be very far distant, but it will not be immediate.

The influence this congress will have in the development of my country makes me regard it as my own, and from this date I take my place under its banners. The attention that has been offered me, and also paid to my remarks, will oblige me to work in my country in favor of this institution.

Leather and Leather Goods.

HERR PAUL ZILLING, of Stuttgart, Germany.

There can be no doubt that the leather industry is one of the most prominent in the United States, and one which will take a good share of the export-trade to foreign countries, having its natural sources in the large cattle stock of this country and in its forests, which furnish bark for tanning in unlimited quantities. Although the American tanners can buy most of their hides in the United States, still, for certain qualities of leather, they absolutely need foreign hides, and the new tariff law, which puts a duty on hides, will injure very much their export-trade, making them unable to compete with foreign manufacturers who get their hides free of duty.

Of the tanneries we have visited, the Pfister & Vogel Leather Company in Milwaukee is the largest. That and Milwaukee tanneries send part of their product into Europe, and are able to supply part of the demand of South American markets. Having no statistical material at hand I cannot give any data concerning the value of the leather produced in this country. Besides Milwaukee Buffalo is, as far as I could learn, one of the leading places for leather manufacture. Having good and cheap leather at hand there has sprung up the manufacture of harness and saddles. We have not visited any of these factories, but what I heard from a leading wholesale house in Cincinnati speaks much in favor of the goods produced. They rival European makes and by and by will get in the foreign markets.

American leather trunks and bags are very good and

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solid. They need no advertisement. You will find them on all the boats and railway stations of the world where it can easily be seen that they will stand wear and tear.

Fancy leather goods are not made on a large scale. What I saw in some shops was good, but rather expensive on account of high wages. No export-trade is likely to spring up in this line, Vienna, Offenbach and Berlin having the lead.

And now, last but not least, let me speak of the shoe industry which we had opportunities to admire in Lynn. This industry has very good machinery, skilled workmen, and sells at very reasonable prices. If it were only a question of price there is no doubt that the shoe manufacturers of the United States could easily get part of the foreign trade, but, before doing so, they must carefully study the wants and taste of different markets. Nearly every country has its special shapes, and if they do not get from American manufacturers exactly the articles wanted, they will not buy, be the goods ever so cheap.

I conclude by saying that the prospects for the export of American leather and leather goods are very favorable.

And now let me add a few words not destined for the press, a few words of farewell and thanks. Thanks to the directors and all the ladies and gentlemen, officers of the Philadelphia Museum, thanks to my fellow-delegates, for all the kindness shown to me during my stay in the United States. When any one of you comes to Europe do not fail to visit Stuttgart. You may be sure of a hearty welcome. In a few days we will all lift anchor and sail for our homes, but let "out of sight" not be "out of mind." Let us always remember the pleasant days spent together, and hope that our meeting and our journey may be beneficial to the commerce and industries of all nations. Let the war-cry "America for Americans" cease, for already a leading German paper has taken it up and replied with "Europe for Europeans." But certainly the signature of the coming century is not to be nation against nation and continent against continent. America needs Europe and Europe needs America. So let us all work for peace and international friendship. Tariff wars, although not fought with sword and gun, are often more terrible

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in their consequences, ruining the existence of many thousands. In this beautiful town of Philadelphia the bell of liberty was rung. Let us hope that the day will come when this emporium of commerce and industry will unfold the banner of liberty and trade. Perhaps none of us will live to see that day, but when the time comes may it be remembered that the first members of the foreign Advisory Board of the Philadelphia Commercial Museum believed in the gospel of free-trade and in the song of the angels, "Peace on Earth, Good will toward Men."

DR. W. P. WILSON, Director.

I have just one word of regret to offer to the delegates, and that is that you have not seen Philadelphia. Philadelphia has some large tanneries, and in the line of goat-skins probably exceeds everything by far in the United States. We have one concern in Philadelphia which turns out 30,000 finished goat-skins daily. That probably exceeds one-half of the other firms in existence. This firm finds its market mostly in export. These skins are used extensively here, but owing to a newly discovered process of tanning they have a special finish, and are especially called for in foreign markets. I regret, therefore, that you are not able to visit this institution as well as others. The leather manufacturing interest is not in any sense confined to Philadelphia. There are some very large tanneries in New England.

SENHOR CORDEIRO DA GRAÇA, of Brazil.

I thank you for this information because I will remain here two months more. This information is a revelation to me, and interesting because one of our States in Brazil, Ceará, is one of the largest exporters of goat-skins to this country, and I shall be very glad to pay a vist to this factory so as to be able to give a report to the government of Ceará.

Dry Goods.

SEÑOR J. J. DE POMBO, of Cartagena, Colombia.

I have been requested to make some remarks about the possible development of trade in cloths between the United

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States and my country, Colombia. The subject is hard and as dry as the cloths themselves, and I have had a very short time to prepare for this engagement. Notwithstanding, I shall make a few remarks upon the matter.

We have visited some manufacturers in Fall River, Massachusetts, that have given us an idea of the extent and magnitude of the manufacture of cotton goods in this country. In the exhibits of Fall River and Providence, R. I., we have had the opportunity to examine some of these cloths and have appreciated that most of them fulfill the requirements of our countries, but unfortunately in none of these centres could we get the prices of the manufacturer. A very important fact is the necessity of comparing the prices we pay in Europe for the same goods and of being able to decide about the convenience or the inconvenience of buying in the United States those goods which we are now buying in Europe.

From personal experience, I know that your ducks and bleached goods can compete in prices with those of the other continent—also some prints and calicoes and a lower class of ginghams. According to my present information white shirtings and similar cloths cannot yet compete in prices with those of Europe. The United States of America should be the great supply market for our countries in these kinds of goods, because they are very near us. They are the greatest cotton producing country in the world, and they have the most improved machinery. But, in fact, this is not so, and the most peculiar thing is that mostly all our cotton cloths imported from Europe are manufactured from cotton produced in the United States. It occurs to me to ask why the United States is not able to offer the cotton goods at lower prices. I believe the principal reason is because they have not had need until now; but, at the same time, I think that the high prices are due to the high salaries and the high profits at which the manufacturers aim.

The first question is one of political economy, in which I do not wish to interfere. About the second, it is very easy to obtain from the manufacturer a reduction in his expectations, so that he can sell goods at the same prices that the European coun-

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tries do. Besides the question of prices, there is another obstacle to the detriment of the trade, and it is that the American manufacturer is not able or disposed to adapt some of these cloths to the test and requirements of the Latin-American countries, while the European manufacturer always does. If the American wants to sell to us, it is necessary for him to adapt the goods to our necessities, because nobody will buy an article, no matter at what price, if he will not be able to sell it to his customers. Some other cloths, like linen, jute, silk, etc., which, so far as I know, are not manufactured in this country, are supplied to our country through European houses.

Before closing I wish to avail myself of this opportunity to thank the Philadelphia Museums for all their kind attentions to us, and, at the same time, I extend thanks to all the gentlemen who have received us so kindly during our trip through this great country. I wish the gentlemen of the Museums, as well as the others, the best prosperity and happiness.

CONCLUDING PROCEEDINGS.

SEÑOR LEWIS here presented a series of resolutions offered by Mr. Delfino, which, after reciting the invitation to the foreign delegates of the Advisory Board to attend its meetings and to make a tour of the United States, the courtesies which had been shown them by the Museums' officials and the many institutions and commercial bodies they had visited in the various cities, expressed the thanks of the body to the Museums and to every one from whom they had received favors and courtesies.

Future Plans of the Museum.

DR. W. P. WILSON stated that each delegate had been presented with a watch by a New England Company whose works they had visited; also that the commemorative medals, which were made at the United States Mint, were ready for delivery. He especially requested the delegates to remember that they were members of the permanent Advisory Board of the Mu-

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seums, and that they were important factors in advancing the trade-relations between their countries and the United States.

He asked them to make full reports to the organizations they represented, and desired them to remind those bodies that an important meeting was being arranged for next June, and that they should urge the necessity of appointing delegates to next year's meeting. That meeting would cover not only the South American States but also the Orient. It would be on a larger scale and would extend over fifteen days. It was important that they should interest merchants, and especially dealers in raw products, and that they should send samples to the Museums.

He called special attention to the library and asked for important publications from their own countries, especially those of their governments. He advised them that the Museums were preparing to exhibit methods of packing goods and other things which would facilitate the introduction of American goods into their countries. He would also like to secure the names of responsible firms in every one of their countries with their addresses and lines of business.

It was also proposed to place in some of the larger cities of South and Central America and Mexico, files of the names of business men of the United States, arranged in such a way that the merchants of those countries could select the firms with which they desired to communicate. The Museums desired reports from all the different firms and banking-houses, and would like the tenders which are sent out in order that they might be submitted to our larger business establishments.

Referring to the great Exposition to be held in Paris in 1900, he said the Southern countries would probably send their goods and raw products there, and asked them to remember that the Philadelphia collections are still incomplete, and that, after the exhibition in Paris, we would like to have them sent here. They would be of much more benefit to their countries if brought to the United States than if scattered over Europe.

He called especial attention to the fact that the Philadelphia Museum is a municipal institution, and not a private one.

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"Pan-American exhibitions," he continued, "are flying in the air everywhere. When you were at Niagara Falls you were taken to Cayuga Island to see where there is to be located in 1899 a tremendous collection, especially of South and Central American and Mexican products. If you see the names of the projectors of this exhibit you will find that they are leading, reliable men. When you were in Chicago you were taken to a large building near the old exhibition grounds and had presented to you a plan for a great Pan-American exhibition. In New York there is another plan, and it is tne greatest of all, headed by a number of prominent men, for a great exhibit in 1899, the buildings for which will cover nine squares. We have heard of a commercial museum to be started in New York, another in Cincinnati, one in St. Louis, and before you reach home you will probably hear of a dozen more. They are all private affairs, solely for the promotion of a given city or a few corporations, and in every case for private gain of one sort or another. The only success that an institution of this kind can have, to be national and international, is that it shall be wholly public and have no private ends to serve, and that its scope shall cover not only one country, but every country. I have felt like making these few remarks with reference to these other institutions because they are in the air. You will probably hear less about them six months later, when we here are a little more quiet but just as active in our work."

Closing Speech.

Dr. William Pepper, the President of the Board of Trustees, closed the session. He spoke as follows:

I cannot put the motion to adjourn without expressing briefly the feelings brought to me by this occasion. I refer more to the personal feeling I entertain than to official ones. I feel, although I have been deprived of the pleasure of being with you as much as I could have desired, that I have formed true and lasting friendships with many of you. I hope this is so. I know surely that each of you carries away with him my sincere and

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kindly regard, my earnest good wishes for his health and prosperity and my cordial desire to co-operate with him in every way possible in whatever may contribute to the public welfare of our countries. We all feel that this occasion has been an interesting one. You came here from great distances and at great effort. I believe that this meeting will not only increase actual confidence, give us a clearer understanding and better knowledge of what each country desires of the other, but that it will tend toward that grandest dream of man—the fraternity of the nations. We have been greatly helped by your presence. I venture to say that when every one in this room shall have gone, this institution will pursue its work more strongly than ever. God bless you all. Our best wishes go with you. I only wish you could stay with us always.

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